

A Realizable Fantasy: Jim Warren Returns!

Southern California's Computer Magazine

April 30, 1997 • #164

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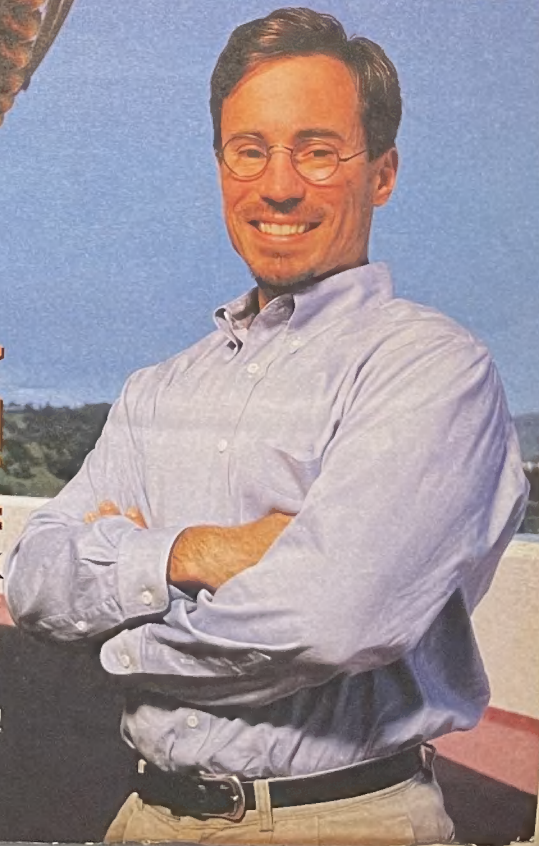
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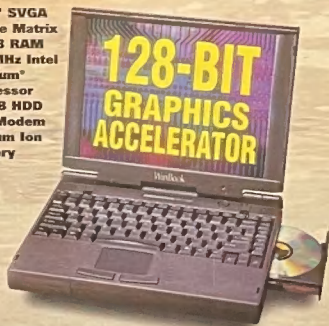
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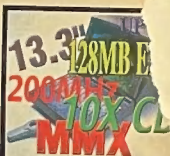
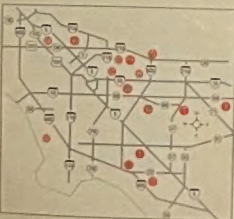


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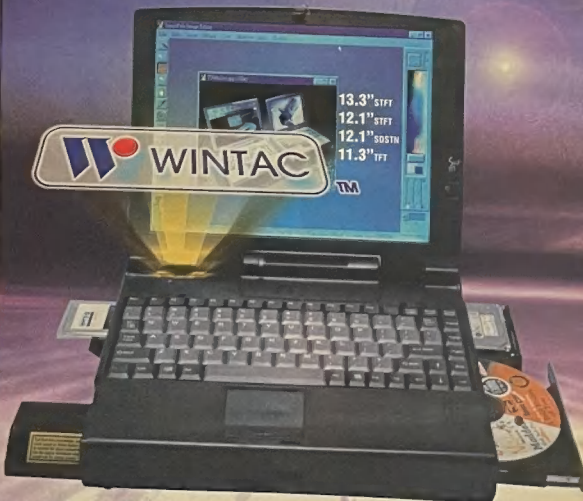
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The 32-bit PCMCIA CardBus interface allows you to connect a wide variety of external devices, including hard drives, modems, and network cards.

Zoom Video (ZV) Port

The Zoom Video (ZV) port allows you to connect a wide variety of external video devices, including video cameras and video monitors.

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The Hot Swap Smart Battery Pack allows you to replace the battery pack while the laptop is powered on.



Up to 128MB System Memory

The built-in 64MB system memory can be upgraded to 128MB using a single 64MB memory module.

IR Remote Mouse Control

The IR Remote Mouse Control allows you to control the mouse using a remote control, making it easy to use the laptop while standing.

Touch Pad

The Touch Pad allows you to control the mouse using a touch pad, making it easy to use the laptop while sitting.

Windows 95 Keyboard

The Windows 95 Keyboard is a full-sized keyboard with a numeric keypad, making it easy to use the laptop while sitting.

Widest Color Display

The Widest Color Display is a 13.3-inch color display with a wide viewing angle, making it easy to use the laptop while standing.

VGA-in-a-Module

The VGA-in-a-Module is a single module that contains both a VGA graphics adapter and a video memory module.

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The Fast IrDA interface allows you to connect to other devices using Infrared Data Association (IrDA) technology.

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The Removable Hard Drive allows you to connect a hard drive to the laptop using a removable hard drive interface.

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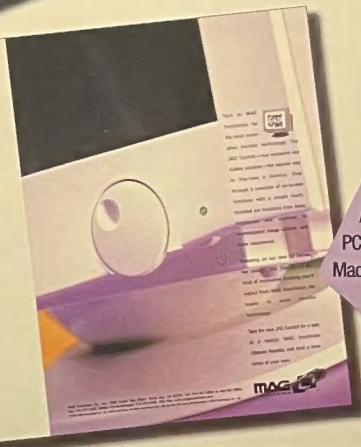
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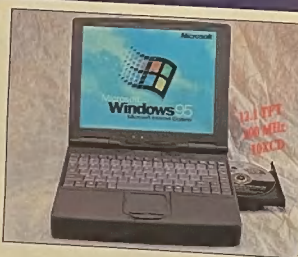
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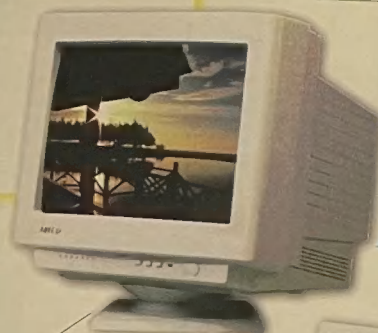
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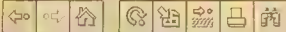
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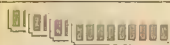
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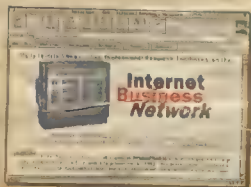
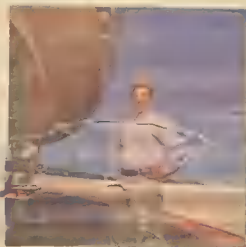
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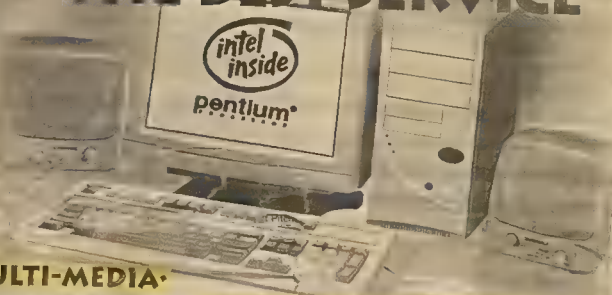
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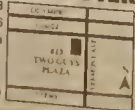


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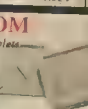
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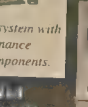
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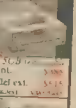
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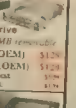
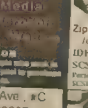
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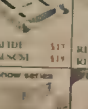
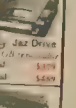
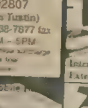
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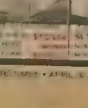
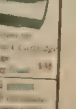
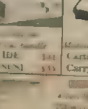
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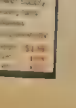
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Views

BY PAUL HOFFMAN

Industry Insights

This Year's Processors: Cyrix and AMD Catch Up,
But Intel Is About To Forge Ahead

The CPU

market will take some interesting turns over the next few months as all the major processor vendors (Intel, Cyrix, and AMD) come out with new models and designs. The goal for most of these processors will not be to lure PC customers directly, but to align with one of the three companies.

Fortunately for all of us, the chip vendors are doing more than saying, "faster is better." We've got a faster chip. Of course, they still offer ever-faster CPUs, but they also proffer types of chips that have better *performance*, which will reduce system cost. The end result is that Intel will *lose* in a very strong lead, but Cyrix and AMD will probably not lose any ground at least in the *near* future.

What It Takes To Stay Alive

The CPU market has *been* fairly cut-throat for most of the last twenty years. In particular, Intel *has* often been extremely *aggressive* in trying to stop its competitors from making *any* headway in Intel's most *important* business segment, namely CPUs for personal computers. At various times, Intel has used lawsuits and market confusion to keep its competitors *out*, but Intel has always been most successful when applying its strongest attribute: raw technical prowess.

Intel regularly improves the way that its chips work internally, usually to usher in a generation of much faster CPUs. Because these CPUs are usually fairly expensive, Intel then follows each improvement with a round of technical tweaks that cause the same chip to be built for less *cost* less money, thereby reducing the cost to the PC makers and thus to the consumers. Intel's competitors follow a similar cycle of "design and refine."

Although these post-introduction technical reveals *are* much less glamorous than the major *new* announcements, the manufacturers rely heavily on them to bring down the cost of new

At various times, Intel has used lawsuits and market confusion to keep its competitors down, but Intel has always been most successful when applying its strongest attribute: raw technical prowess.

At the point where typical users can afford *to* buy PC computers, we think of "power" *as* being able to run "advanced" systems that are much faster and much more *capable* than the systems we use today. *These* are usually *the* "desktop" and "mainframe" *types* of *machines*. *It's* not *until* you get to the point where you can afford *to* buy a PC that you start to see *any* real competition.

Cyrix's MediaGX Shows Promise

CPUs are not the only thing that raise the cost of a PC. If you've *ever* looked at the motherboard of a PC, you'll *see* that there are lots of other small- and medium-sized chips all over the place. These chips do things like display graphics on the monitor, speed up certain kinds of graphic display, make the CPU faster by adding cache RAM, control access to your RAM memory, and help the CPU communicate with the rest of the system.

Cyrix *is* of Intel's feisty competitors has recently released a single chip that acts like the CPU and all of these other chips rolled into *one*. Surprisingly, the MediaGX chip isn't all that much larger than a typical CPU, and Cyrix has kept the cost of the chip down to the point where it is less expensive than Intel's CPU that doesn't have *all* the additional features.

Because Cyrix is at a severe disadvantage in the CPU market, introducing a great new chip like this doesn't mean that PC manufacturers will flock to it. Most *PC* makers are quite conservative when it comes to switching vendors, and it takes time to be able to say that a particular company has already signed up to use the chip in the low-cost Pentium 2100 system. Because Cyrix can point to a well-known market like Compaq, many smaller companies will



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probably start shipping systems with the new chip in the coming months.

Name-brand PC makers have long looked at \$1500 as the low end for full PC systems. Now, the MediaGX CPU allows them to move this down to the \$1000 range while running a fast 133 MHz processor with fast graphics and good benchmark ratings. Cyrix knows that it can't rest on its laurels, however, and is expecting to come out with faster MediaGX processors every few months in order to keep the cost benefits attractive over the next few years.

AMD Hopes on K6

Cyrix's main competitor for the Intel clone market is AMD, which has managed to keep afloat for years with just enough sales of low-end Intel compatible chips to stay alive. AMD is about to launch its latest family of chips, the K6, which will compete with Intel's Pentium Pro chips if AMD can keep the price low enough.

The K6 family look a bit meager next to the

MediaGX chips in that they don't offer anything in the way of integration support. They do, however, have two big advantages over the first batch of MediaGX chips: they offer MMX extensions that will interoperate with software that is written for Intel's MMX specification, and they will fit into today's Pentium chip sockets — that PC makers won't have to retool their production in order to use the AMD CPUs.

Of these two, the ability to use AMD's new chips in current Pentium sockets will probably be the most interesting to current PC makers. Although Intel is making a lot of public noises about its MMX extensions, very few non-game companies have delivered MMX-enhanced software, and it's not clear when Netscape or Microsoft will modify their Internet software to take advantage of MMX. However, it is a good check-off item for AMD, and Cyrix will probably follow suit later this year.

Other than MMX, AMD's K6 doesn't yet offer much new or interesting. The feature that will

decide the K6's fate (and possibly AMD's fate in general) will be its price. AMD has said that the first K6 systems will be competitive with Pentium Pro systems, but it hasn't said how much less they will cost.

AMD decided to make the chip fast by including a large on-chip cache; unfortunately, this means that the chip is more expensive to make and will also draw much more power, making it less suitable for notebook computers.

continued on page 24

Other than MMX, AMD's K6 doesn't yet offer much new or interesting. The feature that will decide the K6's fate (and possibly AMD's fate in general) will be its price.

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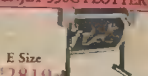
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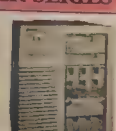
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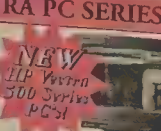
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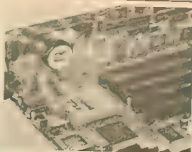
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Realizable Fantasies continued

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(the "escrow agents"—government-approved, government-controlled, without a court order and upon mere written request of any law enforcement = national security agency."

1. Under the proposal, the government is granted carte blanche access to private decryption keys through a "subpoena" or "written authorization in a form to be specified by the Attorney General" (Sec. 302). Forget about nure, ethical Attorney General Janet Reno. Think of AG John Mitchell, indicted in the Watergate scandal, or AG Ed Meese who the subject of intensive investigations (but well after his was widely quoted saying, "We wouldn't be investigating someone if they weren't guilty"). In other words, think of any Attorney General who is a political appointee of a power-hungry President, admittedly a redundant phrase

Under the proposal, the government is granted carte blanche access to private decryption keys through a "subpoena" or "written authorization in a form to be specified by the Attorney General" (Sec. 302). Forget about nure, ethical Attorney General Janet Reno. Think of AG John Mitchell, indicted in the Watergate scandal, or AG Ed Meese who the subject of intensive investigations (but well after his was widely quoted saying, "We wouldn't be investigating someone if they weren't guilty"). In other words, think of any Attorney General who is a political appointee of a power-hungry President, admittedly a redundant phrase

Only the Law-Abiding Will Be Endangered

Of course, Clinton's proposed legislation wouldn't keep criminals—Terrorists, Rapists, and Child Molesters (the standard fear-phrase that police-state advocates use whenever seeking radically expanded powers for themselves)—from using secure crypto and communications to protect their files and communications. It would only endanger stupid criminals—and all law-abiding citizens, businesses and

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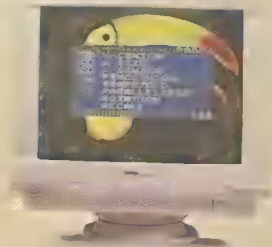
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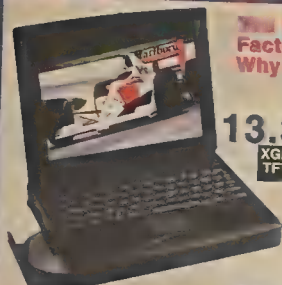
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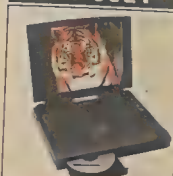
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Realizable Fantasies *continued*

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The COT analysis continues:

- "The draft bill ... PROHIBITS notice to the person whose key has been revealed."

As with the date-rape drugs that are circulating among some teens and college students, Clinton wants to prohibit your ever being informed that your private parts were penetrated by government peepers. After all, how better can those in power facilitate their rampant snooping without risking public outrage?

J. EDGAR HOOVER MUST BE GIGGLING WITH GLEE IN HIS GRAVE, AND SURELY EVERY RENEGADE COP AND SPOOK SUCH AS FORMER CIA SENIOR ADMINISTRATOR ALDRICH AMES, WHO SOLD GOVERNMENT SECRETS FOR PENNIES, MUST BE EAGER TO PEDDLE COVERTLY PIRATED CORPORATE SECRETS TO INDUSTRIAL ESPIONAGE AGENTS FOR MUCH BETTER PROFITS.

• "While the Administration claims that its proposal is voluntary, the draft ... a variety of means ... force use of government-approved key-recovery agents."

Yeah, it'll be "voluntary"—except for government-regulated banks, government-regulated hairdressers, and most-certainly any business or subcontractor that ever wants ... sell any business ... service to the feds. Maybe they'll even dare to demand it of state agencies and local government, ... ransom in exchange for continuing federal kickbacks—uh "subsidies." Have you ... thought where all that "free" government money ... from?

Write Your Republican Congress-Critters—Al, Too

Fortunately, a different party controls the legislative body that must approve of Clinton's ... est police-state fantasy ... for some strange

reason (perhaps the FBI's sensitive background files on Republicans that were mysteriously "stored" in the White House for months?)—they seem a bit coy about expanding this administration's snoop powers.

Tell 'em what ya think about being presumed guilty. And since Vice Prez Al Gore

(vice president@whitehouse.gov) wants to be Prexy in 2000, tell him too. And ask them to state where they stand!

(Or just keep quiet and be obedient.) ■ Copyright © 1997 by Jim Warren, jwarren@well.com. Permission herewith granted to copy-in-full for any nonprofit use.

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Fight Or Switch?

After Years Of Loyalty To The Competition,
I (Reluctantly) Switch To Word 97

After many

extremely satisfied years using AmiPro word processor I have reluctantly switched to Microsoft Word 97. Part of the reason I waited so long before migrating to Word is my concern that when one company has such a large share of the market competition, innovation tends to be stifled. With the newest version I felt I could not wait any longer.

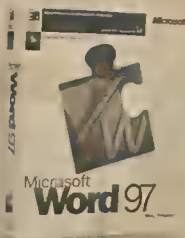
There were three main reasons for this change. First, I wanted to use a program that let me take advantage of new features in Windows 95. For me, the more important feature is the ability to use long file names, rather than being restricted to eight characters. The second reason for making the switch to Word was that almost all my portables come pre-installed with Windows 95 and a hard drive large enough to accommodate large programs such as Word 97 (third because I am currently testing new hardware and software I felt it was a good idea to "in step" with the new technology).

Making The Switch

Word 97 comes on a CD-ROM as a part of the Office 97 or as a standalone product. Using the Office 97 CD-ROM, the program analyzed my whole system and installed Word 97 painlessly. To Microsoft's credit, this fairly complex program works like a simple point-and-click. As you master the basic tasks, you can easily begin to use more complex and sophisticated features.

I began with the simplest tasks first. My first chore was to learn how to convert my old AmiPro files into a format that Word could read. MICROSOFT'S

Even though Word includes a variety of conversion files that let you read and write in other formats, nowhere was there a conversion file from my old AmiPro files. After searching through the extensive help files, I learned that I could download the necessary conversion files to read not only my AmiPro files, but my even older WordStar files, at Microsoft's Web site.



Retrieving the files was simple enough, but the conversion process was a bit tedious. Afterwards, I did not want to waste time on customer support to learn how to use the new program. I needed to know that point out, but sometimes worked. I was a bit of a novice. It is a bit of a pain to read in a new format. I was a bit of a novice. It is a bit of a pain to read in a new format. I was a bit of a novice. It is a bit of a pain to read in a new format.

Working With Word 97

My next task was to create a letterhead. I do this with every word processor I work with. This is easily accomplished by creating a template containing the letterhead. In Word 97, there are several other ways of doing this. You can create a text file that you call up each time you want to use the letterhead. Another method is to create a macro that will create the letterhead each time you invoke it. In the end, this method may be the most work, but it is also the most efficient.

You can do just about anything in Word 97 that you can imagine doing. It may take a little work learning how to do the various tasks, but once you learn how to do them, you will find everything easy and straightforward. However, to fully understand the intricacies of the program is beyond the scope of almost anyone.

In the beginning, I had what I thought were some simple questions. As I asked different Microsoft support people these questions, I sometimes received different answers. In one case, a tech support person checked with his supervisor and told me there was no simple way to do what I wanted to do. When I phoned a top engineer at Microsoft, I was given a simple solution to my problem. I relate this story not as cynicism, but to point out that it is extremely difficult for any one person to thoroughly understand this program. After all, a team, not a single programmer, wrote it.

The Highlights

It is beyond the scope of this article to highlight all of Word's numerous features, but I do want to

Continued on page 42

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Business Solutions

Laptops continued from page 39

point out some of the elements that most interested me. Although some of the features I mention were in earlier versions of the program, they have been improved for the current version. Formatting is simple. A drop-down menu lets you choose different formatting features like bold, large type for a headline, and normal type for the body of the text. When I wanted to indent a paragraph, I was able to select a style that did just that. With another click of the mouse, I was back to my original style.

The spelling checker in Word 97 is great. You have a choice of correcting words as you compose the text or running a spell check afterwards. If you want to make corrections as you go along, misspelled words will be underlined in red. Clicking the right mouse button will bring up suggestions as the spot. If you don't want to be distracted with these interruptions, simply tell the program to hold off making suggestions until you have completed the documents. The same is true for grammar. Grammar

errors are indicated with a green underline. You can get immediate suggestions or wait until you have finished the whole document.

Because Word 97 offers so many tools in its top menu plus a couple of toolbars, there is also the option of hiding the toolbars and showing a full screen for your document. In this view, the tools magically reappear when you click the small "Close Full Screen" command in the lower corner of the screen.

A final feature that deserves mention is the extensive context-sensitive help that interactive helps users get their jobs done. Office Assistant appears whenever you want it and is easier to use than searching through the help index. You can type a question in simple English and the program gives you several suggestions from which to choose.

Even though this review only scratches the surface of this program, I hope it is clear that Microsoft has done a good job of making an application that can be as simple or complex as

you need. The tools and help features are here for creating almost any kind of document you want. You can insert graphics, print in columns, create newsletters, write books, and make simple memos. If you are interested in creating Web pages, Word 97 will let you create the pages and then convert them for posting on the Web. I reluctantly say that I am pleased with this product. I am, nevertheless, sorry that there is not more real competition for this product.

continued on page 200

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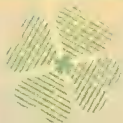
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NETWORKING • BY PETER JOHN HARRISON

Online And On The Air

Wireless Networks: A Secure, Reliable, And Inexpensive Alternative

In the

days of "big iron" mainframe computers, figuring out where any given computer would be at any given moment was pretty simple. Since each computer tended to weigh several tons, they kinda stayed in one place. These days, what used to be several tons of computing power fits in a briefcase and you can easily walk off with it. That presents a particular challenge to network administrators, who still trying to get a handle on how to provide corporate laptop users with dial-up access to the network.

Providing access to users off-site, however, is not the only mobile computing challenge many LAN administrators have to face. Lighter, more durable, and more portable computers enable people to take their computer with them on-site, and around the site, too. People take their computers with them to office meetings, put

who are used to tethering computers to specific locations with a short length of wire. Wired access is something they are comfortable with, both for its physical properties and because it is a very secure environment. It is a lot easier to control who has access to corporate information on the LAN when that information is more or less contained by wiring that you have physical control of.

The problem with hard-wired access is that it is not very flexible. Before you can provide a computer with access to the LAN, you have to install a network "drop," or connection point, that the computer can connect to. That is easy to do when you plan on having a number of computers and users at specific locations—like office cubicles and desk locations—but it does not work well for computers on the move. To these computers and the people that use them you need wireless access, and that means

Metcalfe at Xerox PARC in the early 1970s. The original design of the Ethernet is so heavily based on AlohaNet radio networking concepts that its very name is a nod to the "etheral" medium that radio waves travel through. So wireless networking has a long, successful history, but only in the last few years have improvements in security and cost made it practical.

One concern network managers have when they shift to a wireless system is security. When sensitive corporate information is transmitted over a wireless network, anyone can "listen in" to the transmission. To combat security problems, wireless LANs incorporate encryption features that "scramble" transmissions, making it extremely difficult for people who do not have the corporate encryption key to decode the information they intercept. Wireless solutions also integrate "bridging" technologies that limit the traffic sent over wireless segments to information sent to and from wireless clients. By combining these traits with network control features that specify which specific LAN adapters should be allowed access (by inspecting each adapter's "MAC" address), a LAN manager can build a reasonably secure environment for all except the most sensitive information.

Another concern with wireless network solutions is range. The Netware AirSurfer, for example, has an indoor range of about 150 feet. That is enough to provide coverage for a series of conference rooms, cubicles and offices, but not an entire office building or corporate campus. To expand coverage a network manager has to create a latticework of "wired access points" (WAPs), hubs with overlapping coverage areas. This is not too hard to do—all you need do is plug multiple access points into your existing hard-wired network.

Providing access to users off-site, however, is **NOT** the only mobile computing challenge many LAN administrators have to face.

cash registers outside the store for a sidewalk sale, take notes on their laptop while walking the manufacturing floor or attending a college lecture, and attach computerized "charts" to patient beds. And no matter where the people are, no amount of mobile people will have access to resources on the corporate (or campus) network.

Computing environments where the computers can roam around pose a challenge to network administrators and engineers.

transmitting corporate information on radio frequencies that anyone can tune into.

The use of wireless networking is not new. Today's most commonly used networking standard, Ethernet, uses concepts taken from a radio networking technology introduced by the University of Hawaii in 1970. The technology was used to connect computers on campus together on radio frequencies in the microwave range of the electromagnetic spectrum. It is a standard, developed by Bob

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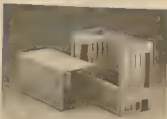
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Networking *continued*

You can, however, get away without having to install any WAPs at all. One company, Metricom, offers LAN administrators with a secure way ■ plug their network users into its Ricochet wireless Internet service. This is a neat way to provide wireless access to LAN users. In areas where Metricom provides service, Ricochet can provide users with access while on the corporate campus, as well as from home. That provides users with a flexible link for telecommuting that does not ■ up their telephone line—or rack up zone charges when “dialing in” to work.

Outsourcing network access to ■ ISP may sound like a security nightmare, but like other wireless LAN access methods the Ricochet system encrypts to keep it safe from prying eyes. The resulting technology has won approval from several security conscious Silicon Valley companies, including Hewlett-Packard, Sun Microsystems, and Cisco.

What Metricom does not offer ■ speed. At speeds designed to compete with dial-up modem access to the Internet, Ricochet is the slowest of all the wireless LAN access tools I have looked at, but Ricochet is not alone. Wireless LANs ■ general tend to be slower than their wired counterparts. Whether compromising on speed will be a problem for your users depends a lot on what they use the LAN for. 28.8Kbps, for example, ■ quite adequate for retrieving word processing documents, spread-

sheets, even for light client-server database transactions, but woefully inadequate for anything but light graphics work. 1-2Mbps is fast enough for retrieval of most types of information ■ ■ LAN, but ■ little slow for environments which load applications from a central server instead of a local hard disk.

Wireless network products can be a secure and useful tool for environments where users require mobility, but many wireless product manufacturers also tout them as an alternative

continued on page 111

Computing environments where the computers can move around are a challenge to most network administrators and engineers, who are used to tethering computers to **specific** locations with a short length of wire.

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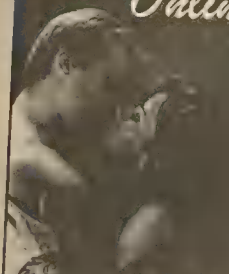
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MACPOWER PC _____ MAC QUADRA/PERFORMA _____

CPU MHz & SPEED: _____

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HARD DISK DRIVE: 100MB+ _____ 800MB+ _____ 1GB+ _____ 2.5GB+ _____ 5GB+ _____

IDE _____ SCSI _____ ZIP DR _____ JAZZ _____ 2GB+ _____ 3GB+ _____ 6GB+ _____

FLOPPY DRIVE: 1.44MB _____ 33600bps _____ Internal _____ External _____ 28800bps _____

IDE _____ 1.2MB _____ 33600bps _____ Internal _____ External _____ 28800bps _____

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OPERATING SYSTEM NEEDED: Windows 95 _____ OS/2 Warp _____ Win NT _____ UNIX _____ DOS/Windows 3.11 _____

POINTING INPUT DEVICES: MS Mouse _____ Keyboard _____ Joystick _____ Ball Point _____ Pen _____

Serial _____ Bus _____ PS2 _____ Trackball _____

STEP THREE: MULTIMEDIA UPGRADE

CD ROM DRIVE: Internal _____ External _____ IDE _____ SCSI _____ External _____

CD ROM TITLES INCLUDED: 1-5 _____ 5-10 _____ 11+ _____

BRAND NAME _____ No Brand Name Preference _____

SOUND CARD _____ SPEAKERS _____

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32Bit _____ 50 to 75W _____

More Than 75W _____

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Active Color _____ Dual Scan _____

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STEP FIVE: NETWORKING NEEDS:

Software _____ Hardware _____ Consultation _____ Design _____ Installation _____ Administration _____ MS Workgroups _____

Users 2 to 10 _____ Users 10 to 50 _____ Users Over 50 _____ Lan/Token Ring _____ Apple Talk _____ Novell _____ MS NT _____

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Color Printer _____ Dot Matrix Printer _____ Flat Bed Scanner _____ Hand Scanner _____

27263

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Solutions

Networking continued from page 40

to the expense of installing network drops for stationary users. Personally I prefer hard-wired connections. In most cases you have to install telephone cabling to most desktops anyway, and the cost of installing wire for a LAN connection is the same time as the phone is nominal. There are exceptions, though, like when you need to set up a "temporary" LAN, like for a training class, and in situations where it is impractical to install network drops to every location.

One example of a place where this can be true is in the home office, where you may want

to install computers in more than one room in the house. It is just not practical for most home owners to drill holes in walls and run a cable from one room to the next. Doing so can upset and incur the wrath of spouses, roommates, landlords, and the condo association.

That was certainly the case for me a couple years ago when I lived in a condominium, but I found having a wireless LAN in the home has other advantages. Like being able to sit in the garden with a laptop, a cool drink close at hand while I watched the kids play in the front yard.

That is what wireless networking is all about: more flexibility and being able to take the LAN where you want to go, be that place the boardroom, the classroom, a bedroom-cum-office.

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Outsourcing network access to an ISP may sound like a security nightmare, but like other wireless LAN access methods the Ricochet system encrypts to keep it safe from prying eyes.

RESOURCES:

Ricochet Gateway

Metacom

URL: [http://www.ricochetnet\[et\]gateway/](http://www.ricochetnet[et]gateway/)

AirSurfer Wireless LAN Products

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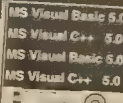
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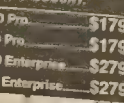
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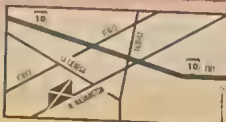
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TELECOMMUTING • BY ROBERT MOSKOWITZ

Profile Of A Successful Telecommuter

A Checklist To See If You (And Your Job)
Are Ready For Telecommuting

To find out

how good a candidate you might be for success in telecommuting, consider how much you agree or disagree with each of the statements in the following "Telecommuter Index." If you agree strongly with a statement, score three points. If you don't agree at all, score zero points. If you're somewhere in between, score either one or two points. After you complete the test, see how to interpret your total point score.

The Telecommuter Index

Even when my supervisor treats me badly, I usually try to do my best.
I am about as happy in my work as most people I know.
I am just about as enthusiastic as the others I work with.
I am often full of energy.
I am rarely late for work.
I can concentrate on my work even when there's something fun waiting for me to do.
I don't mind going back to work after a weekend.
I don't mind talking on the telephone for long periods of time.
I don't need much help in finding ways to solve my problems.
I don't want my boss to know, but I'd probably work a job like mine for less money.
I feel good about the organization I work for and the group I work with.

I feel sure my immediate supervisor has confidence in me.

I find the daily commute to my work at least slightly objectionable.

I get to use most of my talents and skills in my work.

I have a full schedule, not only at work, but in my free time.

I have a good relationship with my supervisor at work.

I hope my children will enjoy their careers as much as I enjoy mine.

I trust my friends at work.

I usually feel all of my responsibilities.

I usually remain calm when things start to go wrong.

I'd rather be alone than be with other people. I'm a good typist.

I'm generally interested in most of the work I do. I'm not afraid of electronic equipment like computers and software.

I'm usually comfortable trying something new.

If I win the lottery, I'd probably stay at least partly in touch or involved with the work I'm doing now.

If my job were a bore, I couldn't stay at it. Most of the time, I know what I want out of life.

My colleagues and co-workers generally like me.

My work days are full of interesting activities. On my job, I nearly always know exactly what to do next.

When I finish a job, I am usually satisfied with the results.

When I'm working I sometimes lose track of the time.

Understanding The Results

If you disagreed with every statement, you could score a "0" on the entire Telecommuter Index. If you agreed strongly with every statement, you could score a maximum of "99."

A score of 80-99 indicates that you're a prime candidate to become a successful telecommuter, or you're already telecommuting and very satisfied with this new mode of working.

A score of 60-79 indicates that you have a good chance to become a successful telecommuter. Take some training, or talk to some successful telecommuters about their experiences. Ask about your own telecommuting-related anxieties, concerns, or fears. You'll increase your chances for success as a telecommuter if you concentrate some of your energy on overcoming

By far the biggest hurdle still remaining between the present rate of growth in telecommuting and a much higher "take off" rate that will quickly bring telecommuting to the vast majority of workers in this country (and around the world), is the difficulty of many managers to find the tasks that the average person can appropriately and effectively complete from a distance.

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Business Solutions

Telecommuting continued.

ing these problems before they compromise your performance.

A score of 40-59 indicates that you are an average candidate for telecommuting. Before you begin working this way, you must be ☐ to take the appropriate training, and to make a conscious effort while you're telecommuting to

practice the particular communications, planning, and motivational techniques the training recommends.

A score of 20-39 indicates that success at telecommuting will require a special effort not only to learn and practice new techniques, but to overcome your current tendencies and habits

of thought that make telecommuting more difficult. Before you start telecommuting, make sure you understand exactly what benefits you're hoping to obtain from working this new and different way. Then focus and refocus ☐ these benefits to keep yourself motivated as you encounter the inevitable telecommuting difficulties and obstacles during the first ☐ months.

A score of 0-19 indicates that telecommuting may not be your cup of tea. If you feel strongly that you'd like to succeed as a telecommuter, work with your supervisor, with trainers of telecommuters you know, with trainers of telecommuters, or even with books on how to telecommute until you feel more comfortable with the skills and working styles associated with this approach to work.

What's The Right Kind Of Work For Telecommuting?

By far the biggest hurdle still remaining between the present rate of growth in telecommuting and a much higher "take off" rate that will quickly bring telecommuting to the vast majority of workers in this country (and around the world), is the difficulty of many managers to find the tasks that the average person ☐ appropriately and effectively complete from a distance.

It's perfectly understandable that ☐ this hurdle must still be jumped, because not all work is easily adaptable to telecommuting. Plumbers, for example, and surgeons, for another, are hard-pressed to get much done as telecommuters. We just don't have the remote manipulators and wide bandwidth "telepresence" that would be needed ☐ stop a leak or reset a bowel from twenty miles away. At least, not yet.

Many service jobs, too, require a person's physical presence at the site where they're going to be flipping and serving hamburgers, receiving clothes for dry cleaning, guiding a tour or driving a taxi. But despite the difficulties in doing some tasks as a telecommuter, there are plenty more that lend themselves very well ☐ this new way of working.

At our present state of the work telecommuting can be effective when applied ☐ tasks that can be done ☐ or in small groups in just one or two locations. The more expensive heavy equipment the work requires, the more ☐ resources, and the more people

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Business Solutions

Telecommuting *continued*

who must be involved to accomplish the work, the easier it remains to gather all the people around the necessary resources and equipment—which is the current "industrial" style of working—and have them go at it. That's why farmers, printers, fish catchers, and thousands of other workers have not yet been converted ■ telecommuters.

But jobs that are resistant ■ telecommuting are becoming a smaller and smaller segment of the overall economy. As the U.S. dominance in manufacturing, raw material extraction and processing, and similar "heavy industries" continues to wane, we're developing whole new categories of jobs that include more and more work easily done as a telecommuter.

Let's take a quick look at some of the tasks that already make sense for telecommuters:

Analyzing—Whether you're looking ■ financials, performance contracts, business plans, or anything else, the essence of analysis is one-person thinking. This can work just as well when

you're at home as it does when you're in the office—and sometimes better!

Auditing—Concentration is critical when you're trying to understand and validate a flow of cash, a value for specific goods and services, a paper trail of transactions, and any of the rest that auditors do. Interruptions and distractions make this job harder, not easier, ■ do.

Comparing, Contrasting, Creating—These ■ mental processes that don't require much of anything outside the individual's own intelligence and resources. Sometimes working in

groups makes for better results, to be sure. But not always. And not always in person.

Planning—One of the most important aspects of all work, planning can be done anywhere, from a bathroom "throne" to behind the wheel of an automobile. The number of people involved and the equipment requirements—usually computers and software—generally grow larger with the complexity of the task to be planned. Yet planning essentially involves remembering the past, seeing into the future, and making realistic guesses or judgments.

Despite the difficulties in doing some tasks as a telecommuter, there are plenty more that lend themselves very well to this new way of working.

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Business Solutions

Telecommuting *continued*

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Problem solving—This is the prototypical work of the white collar employee. While there may be a physical, location-oriented component to some of it—identifying an "out of tolerance" condition on production equipment, for example, or gathering information from people on scene—a good deal of effective problem solving takes place inside the brain, regardless of its geographical location.

Computer work—Whether you're keypunching account numbers, programming in C++, or responding to email, nearly everything you do with a computer can be done anywhere on the planet—provided the proper infrastructure exists. Finding a way to do computer work as a telecommuter is generally a slam dunk.

Contract preparation or analysis—Just a highly specialized form of reading and writing, contract work is very often easy to transport out to a teleworker. The biggest obstacle is when large quantities of reference materials are available only on paper, and only in a centralized office. But since reference materials that require constant updating are generally cheaper and more effective when kept on computers rather than in print, this obstacle is rapidly disappearing.

Correspondence, and filling in or processing forms—As with contract work, the reading and writing involved here are far less important than the content of what is read and written, filled in or processed. If a correspondent is answering letters, a forms processor is examining complex documents, making the necessary documents information available at the telecommuting location can be a little cumbersome. However, generating new materials is usually fairly easy, since the information can be typed into a computer located almost anywhere just as easily as in the office. In fact, data can be typed into a computer at one location, then printed out on a form at another. It's far easier to move the work than the worker.

Designing—This varies from high-tech engineering work that requires expensive and highly specialized computerized systems to tasks like graphic design, clothing design, and home decorating, all of which can be supported by off-the-shelf computers costing less than \$3,000 or \$4,000. Even a specialized printer, if you need one, doesn't drive the cost beyond the reach of the average employer. Its average teleworker. For this reason, most design work can be done by teleworkers as easily as by conventional commuters traveling daily from home office and back again.

Meetings—For decades, time-management and other efficiency experts have been writing about the expense, the inefficiencies, and the stultifying effects (on most people who attend them) of most meetings. But this blather has reduced the number of meetings in some organizations the average length of meetings, by less than 5%. That people might become unavailable for time-honored meetings is one big reason why so many managers have been reluctant to sanction "working at home." But the proof is readily available for anyone willing to seek it out: well over 90% of meetings can be handled as well as or better than face-to-face interactions through email, telephone, fax and various forms of conferencing. When necessary, it's easy to reschedule a particular meeting, to accommodate the non-travel participants at the expense of the travel participants.



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Solutions

Telecommuting continued from page 61

Numerical or financial calculations—Another mainstay of most organizations, calculations are rarely done collaboratively. Most people charged with this work devote solitary hours and days to it. Oh, they may coordinate with others, divide a mountain of work among team members, and compare or compile their results to complete the overall project. But the central aspect of their mental and physical work can easily be done as a telecommuter.

Project analysis or management—Much of project management work certainly involves

face-to-face contact with the project. But there are other tasks—the planning, record keeping, and reporting, as well as the tracking of resources and progress—that don't require the presence of others and, in fact, go better with fewer interruptions. Solution: Send the work to be done by a telecommuter.

Sales or contact work—Traveling salespeople are well-respected for staying out of the central office. But many other kinds of sales and customer contacts can also be handled from home or a telecommuting work center. Doing

work without physically traveling to the office offers many important advantages, too, such as the enhanced flexibility to make contact with people in different zones.

With all these examples on display, it should be obvious that job titles don't tell you much about whether or not a person can effectively accomplish his or her work as a telecommuter. What really matters is whether or not the individual engages in work that can be handled at a distance from the main office. The answer is almost always "yes." That's because almost every position today involves some tasks that are perfectly appropriate for telecommuting.

The trick is simply to re-organize each job so the telecommuting-appropriate tasks are gathered together to fill one or more days of the week. Then it can make sense for the person doing that job to telecommute those days, and continue to come into the office the other days. ■

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Spartan OS/2

Part I: Maintenance Partition

From the

simplest task of just running CHKDSK to your system drive, to more advanced ones such as restoring from backups, you need to boot OS/2 in maintenance mode for recovery. Depending on your configuration, resources, requirements and preferences, the functionality available in this mode can vary from as minimal a version as will fit on a diskette to a second full-fledged OS/2 installation.

In earlier columns, I've covered the diskette version for previous versions of OS/2. Warp4 adds many additional components (some of which were available only in the Connect version of Warp3), so not only does the boot diskette needs updating but, given the new size and complexity of the operating system, this is a good time to consider hard drive partition options.

Last time I mentioned that a very basic Warp3 installation took less than 30MB of disk space, while Warp4 takes at least 80MB. It is also obvious that more is loaded in memory at boot time. Much of the installed stuff is not really useful to, the average user, but can't be left out. For example, the networking components are always installed, regardless of whether you are on a LAN or not (while, for connections to the Internet from standalone systems, you cannot avoid it even if you opt out of such con-

nectivity—the TCP/IP component—altogether; ditto for some Java components). In fact, the installation program reports the space requirement going up from 29MB to about 80MB when just networking is added. And I won't even mention various system management and troubleshooting features relevant only to corporate system administrators.

Clearly, this leaves a wide range of possibilities for a maintenance partition, but neither the absolutely minimal configuration nor those for varying degrees of additional functionality are accessible to even the more technically proficient—let alone average—users. The purpose of this two-part series is to describe three approaches to the Spartan OS/2 problem. This month I discuss two software utilities which create a minimal booting facility, either on a diskette or hard drive—or a limited MP/WPS maintenance partition.

lent maintenance partition, one utility will create either for you.

The latest, Warp4-compatible version of Performance Plus comes with the BOOTOS2 utility. It requires two 1.44MB floppies, but one is for utilities that don't fit on the boot disk, such as CHKDSK, FORMAT and so on, (see below). The equivalent maintenance partition requires about 2MB, and you can add to it as much as you have available and want to use for other purposes.

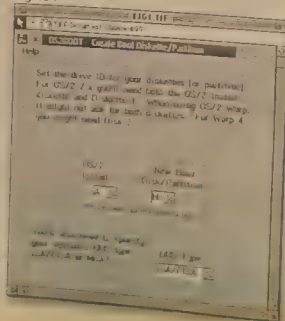
BOOTOS2 uses the Warp4 installation diskettes. When you click on its icon, you get the window in Figure 1, prompting to select one of the two options—diskette, or hard drive. Choose and simply follow the instructions. Listing 1 shows the content of the two diskettes created by BOOTOS2. There are only differences between it and the hard disk version. One is the

Much of the installed stuff in Warp4 is not really useful to, or usable by, the average user, but you can't opt out. For example, the networking components are always installed, regardless of whether you are on a LAN or not.

Bare Bones

For the absolutely minimal functionality you need, of course, are the first two Warp4 installation diskettes, or boot diskettes. If you want a single-disk boot, or the

Figure 1



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OS/2 continued

file KEYBOARD.DCP. There are two versions of it on the installation diskettes # 275,644 one (also part of a full OS/2 installation) is copied to the maintenance partition; a smaller, 28,097 version (used only by the OS/2 installation program) is copied to the boot diskette. The other difference is that four small DLLs are copied to both diskettes, but there is no such duplication on hard disk.

Listing 1: OS2BOOT Diskettes

ANSICALL	DLL	512	
BKSCALLS	DLL	512	
BMSCALLS	DLL	512	
BVTHINT	DLL	10540	
BVHIGA	DLL	42387	
BVSCALLS	DLL	512	
CLOCK01	SYS	4048	
CMD	EXE	74640	
CONFIG	SYS	644	
COUNTRY	SYS	6185	
DOSCALL1	DLL	123680	
HARDERR	EXE	9415	
HPFS	IFS	141378	
IBM1FLPY	ADD	35310	
IBM1S06	ADD	54326*	Boot
IBMINT13	IT3	9982*	Disk
IBMKB	SYS	7726	
ISAPNP	SNP	21372	
KDBASE	SYS	29013	
KEYBOARD	DCP	280971	
MOUCALLS	DLL	1024	
NAMPIPES	DLL	1024	
NPXEMLTR	DLL	21812	
OS2CHAR	DLL	512	
OS2DASD	DMD	35402	
OS2SCSI	DMD	11628	
PNP	SYS	2152	
PRINT01	SYS	12510	
QUECALLS	DLL	1024	
RESOURCE	SYS	39992	
SCREEN01	SYS	10962	
SESMGR	DLL	1536	
KBDCALLS	DLL	1024	
MSG	DLL	512	
NLS	DLL	512	
VIOCALLS	DLL	2048	
ATTRIB	EXE	37277	
CHKDSK	COM	70208	
FDISK	COM	110520	Utilities
FORMAT	COM		Disk
ORIGINAL	SYS	2684	
OS2	INI	149512*	
OS2SYS	INI	68814*	
OS0001	MSG	178141	
TEDIT	EXE	9390	
TEDIT	HLF	14598	
UIHIPS	DLL		
UIOPI	EXE	51088	

In both cases BOOTOS2 also backs up your INI files, just in case, but they are optional and you can delete them. You can add any other programs or files you deem useful to the utilities diskette — maintenance partition.

Whether any modifications are needed — and possible! — depends on your hardware configuration, what you want to access in maintenance mode and space availability. This is not a problem — hard disk, but the boot diskette is full, so to add anything you must delete something.

Listing 2 shows the CONFIG.SYS file created by BOOTOS2 — the boot diskette, with a few modifications in lower caps. The generic (IBMINT13.I13) and IDE (IBM1S06.ADD) disk drivers take about 65K. But I have only SCSI hard drives connected to a DPT controller, with two drivers under OS/2, DPT20XX.ADD and DPT20XX.SNP. Also, since I'll boot from the diskette for restores from backups, I also need the FASTBACK — SYS driver. Luckily the three drivers take only about 40K, so a substitution was possible. I could have optionally used

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OS/2 continued.

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PM: Supports one or more OS/2 full-screen, or PM sessions; optionally, both seamless and full-screen VDM sessions and ability to switch between the latter. About 9MB, not including the swapfile.

WPS: Same as PM, adds WPS availability, with certain default Program and Folder objects included. About 9MB, not including swapfile.

Conclusions

A maintenance partition takes space on the hard disk, but can also help optimize performance. With two hard disks, it is recommended to place the swapfile on the most used partition of the least used drive. And if the swapfile already takes up space in a second drive partition, you might as well create a maintenance partition there and set it to use the same swapfile.

For example, with the following partitioning

scheme, I placed the swapfile for both my full and maintenance OS/2 versions on the maintenance partition:

1 (1GB)

C: primary, HPFS (System)

D: logical, FAT (DOS applications, data)

E: logical, HPFS (OS/2 applications)

2 (233MB)

H: logical, HPFS (maintenance, swapfile)

I opted for a precautionary approach: both a boot diskette and a maintenance partition—when it comes recovery, redundancy never hurts. The functionality of a maintenance mode should be as high as you need and can afford spacewise. You can use one of OS2BOOT's levels, but what if you preferred not to limit WPS availability, yet did not want to dedicate 80MB more to it, or to load unnecessary stuff into memory?

Next month I will document the creation of

a full-WPS maintenance partition which, depending on your circumstances and degree of courage, you can even use as your regular system configuration. If you've ever wondered what is and isn't necessary among all that stuff dumped by the OS/2 installation program, stay tuned. ■

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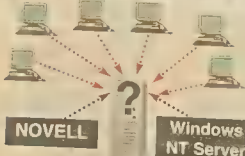


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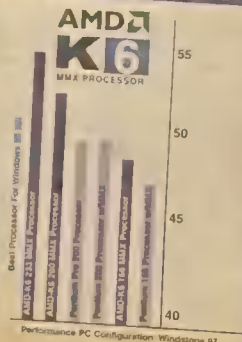
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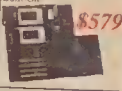
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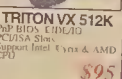
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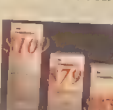
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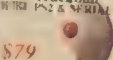
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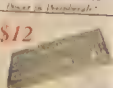
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Small Office/Home Office *continued*

All the modules are designed to nest within another. If you are working in a draw module and want to include a chunk of spreadsheet, you can simply paint the spreadsheet module into the draw document. The spreadsheet commands then appear on the menu bar. It is as simple to open a text frame. While you work in the text frame all the commands are changed to the word-processing commands, and you are effectively working with the text module.

Another appealing feature of ClarisWorks is that it is truly "bi-platformal." You can build documents on a Macintosh and then open them without modification in the Windows version of ClarisWorks 4. This means that an office with two kinds of computers can standardize on a single software package.

The **ClarisWorks** suite provides a smooth integration of word processing, spreadsheets, databases, and presentations. **ClarisWorks** is priced at \$99—a good deal for a software package that offers the power of **ClarisWorks** and the convenience of **Microsoft**. **ClarisWorks** is available in both Macintosh and Windows versions. **ClarisWorks** is a great choice for those who want a single software package for all their office needs. **ClarisWorks** is a great choice for those who want a single software package for all their office needs.

Claris Organizer v2

James H. McGowan Perry of Greenwork is a well-known broadcast engineer and producer who has been involved in many of the most successful parts of the TV industry, such as his first job at the National Broadcasting Company's experimental station WJLA-TV, directed by Edward R. Roybal, which he ran.

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Solutions

Small Office/Home Office continued from page 77

lighting cues. His life takes him to all parts of the freelance television world, from station to station and into projects around the Bay Area. He has to make and keep appointments in dozens of places every week. His contact and time-management software has to work every time.

He lives by his PowerBook, and he uses Claris Organizer v2 daily to keep track of everything in his life. Many times by the end of a meeting or conference call he has already neatly stored everything he needs. He has updated his contact list, written a brief note about the meeting, and jotted down times for follow-up meetings. He once lived off of scraps of paper tucked in binders and Day Planners, and many times found himself frantically looking for notes and business cards.

"Management of large complex video projects like last year's Economic Summit requires that you keep track of several moving targets," he says. "A remark tossed off in a meeting like 'We need an uplink truck,' spins out into several dozen follow-up calls. As a small business I have

few resources to fall back on. My business lives and dies by organization and Claris Organizer is the heart of that organization."

Organizer has four modules: a calendar, a contact list, a task list, and a note-taker.

The notetaker is just that, a simple text-processor that lets you write about anything you need to remember. The to-do or task list lets you make short reminders about things that need to be done, and assigns them due-dates. The calendar is daily, weekly, or monthly view of appointments. The contact list is a database of people that you may need to reach again. It has fields for their telephone numbers, for their addresses at home and work, their birthdays, and anything else you want to add.

So, what's the big news? Why does Fred Perry love this product so much? It's the "little touch" — I have never seen a personal information manager so full of small, helpful features. They come, perhaps, from the fact that Organizer is a second-generation Macintosh product. Mac

people are demanding and bright, which is why they bought a Mac in the first place. I think they bargained Claris with helpful "Gee, why don't you add this?" messages.

The Calendar, for instance, looks like a standard calendar in other personal information managers, but it has multiple adjustments you can make. Each day can have an "event banner" which reflects something that is going on all day. Each day can be lengthened or shortened. You can view by day, by week, or by month.

When you view the calendar by day or by week you also see your list of tasks, things you need to do that do not have a fixed time. You can set various priorities that will show in different text colors.

The task list I have before me has a symbol that says "Call Claris." And beside it is a symbol for a paperclipped card. It is a symbol that I have attached another item to it. What kind of item? Any item in Claris Organizer or any file on my hard disk. I have attached a note with the questions I want

continued on page 66

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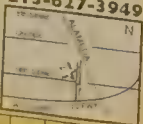
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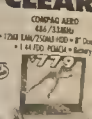
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1TB	\$25899	1TB	\$25899
2TB	\$25999	2TB	\$25999
4TB	\$26099	4TB	\$26099
8TB	\$26199	8TB	\$26199
16TB	\$26299	16TB	\$26299
32TB	\$26399	32TB	\$26399
64TB	\$26499	64TB	\$26499
128TB	\$26599	128TB	\$26599
256TB	\$26699	256TB	\$26699
512TB	\$26799	512TB	\$26799
1TB	\$26899	1TB	\$26899
2TB	\$26999	2TB	\$26999
4TB	\$27099	4TB	\$27099
8TB	\$27199	8TB	\$27199
16TB	\$27299	16TB	\$27299
32TB	\$27399	32TB	\$27399
64TB	\$27499	64TB	\$27499
128TB	\$27599	128TB	\$27599
256TB	\$27699	256TB	\$27699
512TB	\$27799	512TB	\$27799
1TB	\$27899	1TB	\$27899
2TB	\$27999	2TB	\$27999
4TB	\$28099	4TB	\$28099
8TB	\$28199	8TB	\$28199
16TB	\$28299	16TB	\$28299
32TB	\$28399	32TB	\$28399
64TB	\$28499	64TB	\$28499
128TB	\$28599	128TB	\$28599
256TB	\$28699	256TB	\$28699
512TB	\$28799	512TB	\$28799
1TB	\$28899	1TB	\$28899
2TB	\$28999	2TB	\$28999
4TB	\$29099	4TB	\$29099
8TB	\$29199	8TB	\$29199
16TB	\$29299	16TB	\$29299
32TB	\$29399	32TB	\$29399
64TB	\$29499	64TB	\$29499
128TB	\$29599	128TB	\$29599
256TB	\$29699	256TB	\$29699
512TB	\$29799	512TB	\$29799
1TB	\$29899	1TB	\$29899
2TB	\$29999	2TB	\$29999
4TB	\$30099	4TB	\$30099
8TB	\$30199	8TB	\$30199
16TB	\$30299	16TB	\$30299
32TB	\$30399	32TB	\$30399
64TB	\$30499	64TB	\$30499
128TB	\$30599	128TB	\$30599
256TB	\$30699	256TB	\$30699
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You can construct views based on criteria other than categories. You could build a view that excluded everyone who lives in Redmond, WA, for instance. It is possible to make quite complex criteria for views, to have Organizer memorize them, and to summon them instantly from a menu. This filtering is possible only in notes, tasks, and contacts; the calendar all items still show. You can use these memorized views for like printing mailing lists or labels.

Organizer will work with Claris Works and Claris Em@iler. You can click on a letter symbol on the "card" and Organizer will offer you a variety of form letters. Choose one, and Organizer will start ClarisWorks, open the word processor,

and create that form letter addressed to the person you wish it sent to. You can, of course, personalize these letters and add new ones.

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BY ROYAL W. FARROS

The Making Of An Internet Startup: Part VII

Silicon Valley: The Worst Place In The World To Start An Internet Business?

Quick iPrint

Update: I mentioned in my last article that we were experiencing growth in month. A nice, big number, but one that had to be put in perspective since we started out small.

Well, we're hitting growth this month, and this is even before our promotion with a soon-to-be-named national bank kicks in!

More important, though, is the number of "strategic partners" that have approached us. We're about to doing all kinds of cooperative things with some of the biggest players on the Internet. Doing something useful and unique has its benefits.

At fourteen employees and an outside contractor, we're moving from the ranks of a teeny-tiny, little startup to just a little startup. Soon, we'll actually be a real, live small business.

Hiring: "Free Agency" In Silicon Valley

To paraphrase Charlie Manson, "Am I just crazy, or is hiring in Silicon Valley just the worst?"

Should this surprise you? We live in the Bay Area, where everyone agrees that housing prices are ridiculous. They've been this way all my adult life.

The recent baseball season found basic white- and blue-collar fans agreeing that a baseball player making an average of \$1.2 million and going on strike in the direct interest of the baseball fan was intolerable.

And now hiring in Silicon Valley is going through its own form of "out-of-control free agency" which threatens to kill the very impetus that got the Valley where it is today. The garage shop startup is being priced out of existence.

Look at the headlines. One of the Internet rags recently ran a story about a programmer, "just an average Internet-skill programmer," demanding a \$250,000 "staying" bonus.

What?

I know executives at major corporations that don't get \$250,000 a year in salary, let alone a middle management "staying" bonus of this magnitude.

Okay, to be fair, buried in fine print, the article mentions that this was spread over three years. It even implied that it might be paid in Silicon Valley currency, the almighty stock option. ("In God We Trust... Everybody Else Vests.")

But these sensationalistic headlines are driving employers bonkers. It's no wonder that hiring in the Valley is as bad as it has ever been, or is it?

Hiring in Silicon Valley is going through its own form of "out-of-control free agency" which threatens to kill the very impetus that got the Valley where it is today:

The garage shop startup is being priced out of existence.

The Good Old Days

If I think about hiring people in the Valley that always sucked. Just like the aforementioned housing prices in this area, employers have always been thrown away by the salaries tech people command.

Certainly, it's been easier, like during the "right-sizing" days of the late '80s and early '90s

But the people you wanted still seemed to be in that, "you're kidding, aren't you?" salary range.

What's an entrepreneur to do? What we've always done: Get creative.

How To Build An Enormous Staff With \$100,000 Money

I just put this gratuitous headline in to see if you were still paying attention. Unless you're a charity, a religion, or a cult, you can't build a staff without some form of compensation. Assuming you'll need a range of employees, there are creative ways to hire people on a small budget—because compensation is really, truly in the proverbial eye of the beholder.

For example, there are lots of people in other industries desperately trying to get into the high-tech world. These people know that they'll need to pay their dues.

There are lots of people in other states who desperately want to work in the Bay Area. I mean, there's been a gold rush going on in California since 1849, right?

There are also lots of people who aren't in any industry... college kids. Sure, the engineers are

lousy over, but, being an engineer, it seems to me that my liberal arts friends always had the most common sense, especially since they had enough common sense not to go through the rigors of an engineering program! (Okay, just kidding, kinda.)

Given that almost every college student has practically grown up with a PC in their lap, it's safe to say that even liberal arts majors have a

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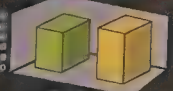
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BUSINESS Solutions

The Making Of An Internet Startup continued from page 92

sufficient foundation in the "professional" use of computers to make them full of high-tech potential.

Two "intangibles" that have always helped provide additional value and can't be underestimated: A great working atmosphere (it's disgusting how many bad office environments there are out there), and giving people more responsibility than their experience may otherwise merit.

Of course, the real cash "equalizer" is the stock option—that which symbolizes the American dream of ownership and potentially early retirement—and what is arguably the strongest weapon every tiny company has against Goliath counterparts. The fact that companies actually grow big, go public, and make some people filthy rich are what gives this form of compensation credibility.

Absolutely Insane or Slightly Crazy?

I really wanted to write an article that said, "Starting an Internet business in Silicon Valley Sucks." (Only in the '90s can you use the word "sucks" twice in a business article without wincing!)

But the more I thought about it, the more I just couldn't bring myself to completely agree with this eloquent conclusion.

*Assuming you'll need
a range of employees,
there are creative ways to hire
people on a small budget—
because compensation is
really, truly in the proverbial
eye of the beholder.*

Yes, it's true. California taxes are terrible. Rents are sky-high. And employers actually have to aggressively compete for employees. But—things get accomplished here in a way that is unduplicated anywhere else. Maybe it's because the Emperor is wearing clothes after all, that "believing" makes things happen. There's a "can do" passion that blooms in this area. The scent of success is palatable here.

So, while starting a company in a place like Utah, San Diego, or even Vancouver may be desirable, if you're inexplicably tied to this area like I am, it's still possible to live and succeed in Silicon Valley, as painful as it is, even as a proverbial garage shop startup. ■

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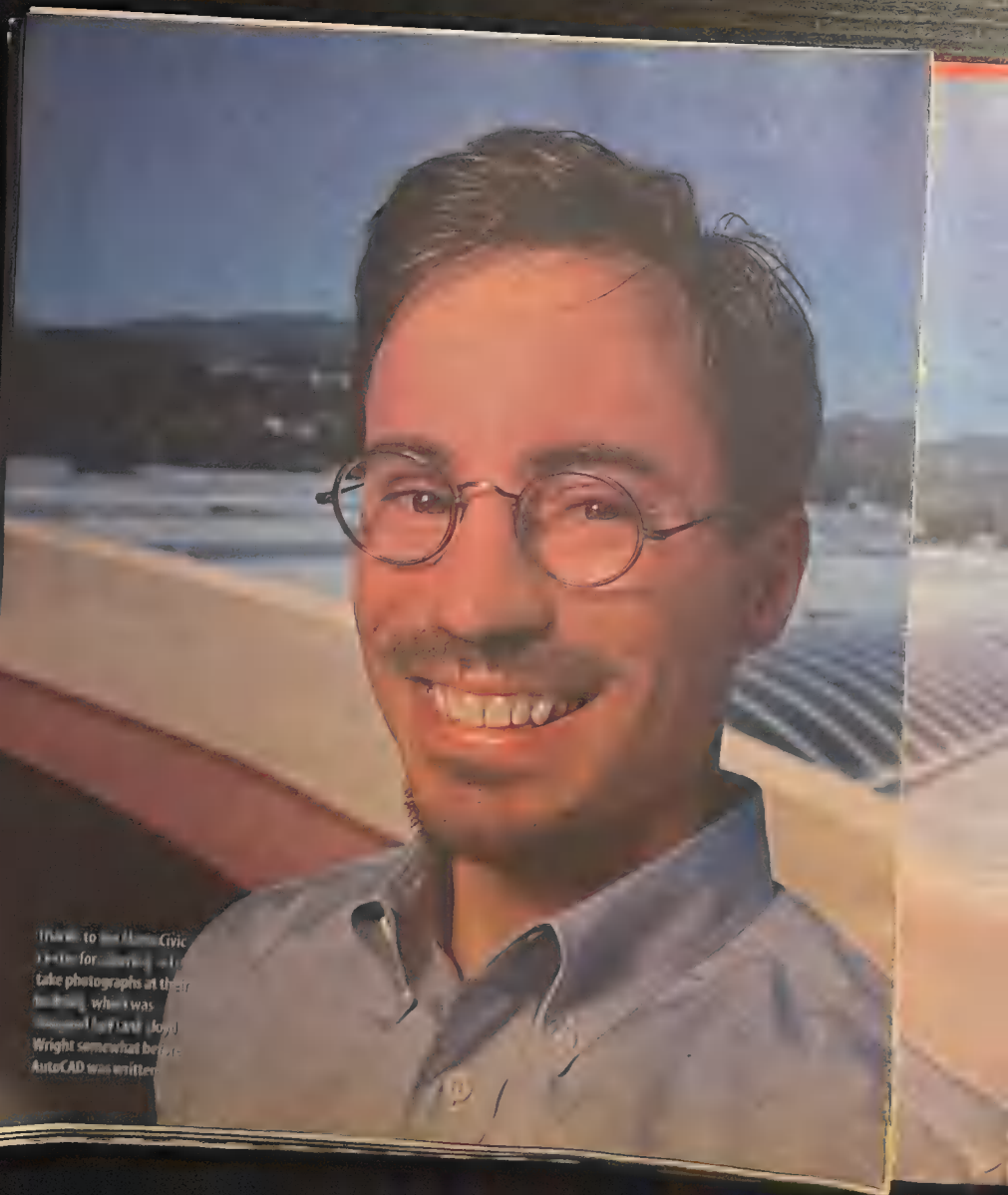
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Thank to the Civic
Center for...
take photographs at their
building, when I was
...
Wright somewhat before
AutoCAD was written

Building The Future At Autodesk

By Mary Eisenhart • Photo: Jay Blakesberg

As we're going in to talk to Rob Rottweiler, the exuberant Rottweiler plunges through the doorway, a slightly harried owner in tow. ❖

"Our code is safe!" quips PR-oid Jen Reidy. + As Autodesk (<http://www.autodesk.com>) celebrates its fifteenth anniversary, its spiffy new buildings in San Rafael befit its status as the world's fourth-largest PC software company (behind Microsoft, Adobe, and Novell). + Spiffy buildings or no, the dogs remain. When the company was founded in 1982 (its first ten years are extensively chronicled on cofounder John Walker's Web site, <http://www.fourmilab.ch/>), the founders had had quite enough of restrictive corporate culture themselves, and also realized that a congenial work environment was essential to attracting and keeping the sort of talented engineers and programmers necessary to keep the products on the leading edge. Consequently, Autodesk pioneered work-at-home long before telecommuting became a buzzword; it also pioneered a policy of letting employees bring their beasts to work. + When I comment that it will be a dark day when there are no dogs ■ Autodesk, Carr and Reidy exchange glances. + "That," says Carr, "would be a difficult thing to pull off." + "The conference rooms here are named after dogs," says Reidy, "and many of them have pictures of dogs inside." + "One of the hottest contests in recent memory was last week," laughs Carr. "We raffled off the naming of ten conference rooms whose pets have moved on, for whatever reason. So all the people who had dogs, who hadn't gotten their dog's name on a conference room, really really wanted to win that raffle! You should have seen it. + "We were pulling names—"The next winner is—*Susie!* For her dog, *Sasha!* *Yaaaaay!* I haven't seen that much excitement since maybe one or two of our peak R14 events."

Building The Future At Autodesk continued

"R14," as it is known around Autodesk, is AutoCAD Release 14, the upcoming release of the company's flagship product. Back in the '80s, the first version of AutoCAD took computer-aided drafting and design to the PC platform, driving the growth of a huge industry that could now bypass the requirement for expensive mainframe- and mini-based systems. AutoCAD has led the pack ever since.

When we last visited Autodesk to interview Walker before his return to Switzerland five years ago (Issue #95), the company was in a turbulent state and facing an uncertain future. Opinions varied wildly as to why this was so, but one clear problem was that AutoCAD was aging—it had not yet been ported to Windows, for one thing, and Walker minced no words about the perils of Bill Gates deciding to go into the CAD business,

PHOTO: BOB BARNETT, COURTESY OF AUTODESK



Left: Carr, Bartz, and Herr with the new arrival, above: human and machine members of the R14 team.

of technology leadership and the unique position they have in the marketplace—a strong position with their products, especially AutoCAD, a great legacy; and a lot of good people here.

"At that time it was clear

that Autodesk hadn't finished really making a transition from '80s DOS-intensive into the '90s, transitioning the user base forward from DOS to Windows. That seemed like a good set of challenges, I put my shoulder to that."

Carr credits the large and hardworking R14 development team for achieving seemingly impossible tasks—not simply adding new features which are there in the base, but getting the resulting software to run faster under Windows on 386 XL, on the same hardware that requires 12 Mbytes under DOS.

"In the last few years," he says, "not only have we effectively created an AutoCAD model, but we've also created a whole new product, there's a whole new generation of products, generating great R14 revenues. The biggest, that I believe, I think, is a lot of great business development opportunities in the last few years of the '80s and '90s. From sales to development, with business and the R14 really good customer base, and I think AutoCAD has been."

Very basic question—what is AutoCAD?

Analogy might be the best tactic to answer.

Just as PCs use WordPerfect or Microsoft Word to replace typewriters, and they use 1-2-3 or Microsoft Excel to replace calculators plus accounting paper, AutoCAD is really the electronic equivalent and replacement for drafting boards. Whereas we saw drafting boards used in the past, and still used today, to produce blueprints, those drafters are increasingly using AutoCAD on top of a PC. In the advantages you usually do with automation on a computer. Not only is creating the drawing faster, because the computer can aid you in many drawing construction steps, but when you have to go back and make a correction, your correction times and editing times are dramatically smaller. You don't have to redraw anything—you just have to delete the one small piece and redraw it. The rest is still there.

There's a lot more going on than just a drafting board, though—for instance, the computer and the software are aware of the properties of different materials. How does that work?

That's a great question. AutoCAD's tools are already not started as replacement for the drafting board, and continues to be used very productively, to this day.

And drafting is one of the top 10 largest business categories. Right? And the computer is being used more and more in the software to help these people. But it's also the fact that



to help some undreamed-of competitor with a more Windows-friendly product.

Autodesk recruited I. Bartz, a new president at Sun, as chairman, CEO, and president of the company. Bartz was recently promoted to the president/COO position. Bartz has proved a strong leader, with an uncanny ability to see the big picture in the financial picture, like the company's structure, hiring effective people, and strengthening its leadership position.

Among the managers she hired, now vice president of the AutoCAD Market Group, was Robert M. Vietman. Mr. Vietman is the founder of the PenPoint operating system. The Corporation uses PenPoint. Carr's position is object-oriented programming and he is responsible for the challenges of the company.

"I received the award on November 19, 1991."

Carr, "I was awarded by Autodesk's R14 team."

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Building The Future At Autodesk

drafting faster. So AutoCAD early on got quite sophisticated in providing capabilities to support better design.

AutoCAD can understand things such as the materials you're using and help you calculate certain aspects of your design, like center of mass. But it also soon added a very strong 3-D design capability so you can draw your design in three dimensions. Once you've done that, you can quickly produce a variety of two-dimensional-oriented views of it, from the single 3-D model that you can create inside AutoCAD.

So the desired output for AutoCAD is always drawings?

Virtually always. There are some interesting exceptions. It takes time for processes and society to change. Over the next decade or two we think there will be a slow change away from drawings—but never completely away.

Today, in virtually all the fields where AutoCAD is used, the ultimate product still is a set of drawings. We think that with the Internet, those will increasingly be electronic drawings

exchanged over the Internet, but they still will be drawings. They still will oftentimes have legal signatures on them, showing that drawing came from a structural engineer and that he or she vouches that it has structural integrity will hold up.

As an example, some other forms of output—AutoCAD can output a file format called STL, which is used for stereo lithography. It's a file format which will hold up. It's a piece of plastic to match the shape described by the STL file. So if you want to do rapid prototyping, you design your part in 3-D in AutoCAD, produce an STL file, and then someone can use that STL prototype-maker can cut a part that fully represents your design. They can use that to use that prototype.

Another example—there are people drawing the design in AutoCAD, producing the design.

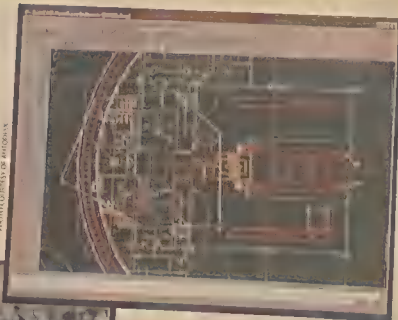
Another good example would be directly producing control instructions to

drive a numerical-controlled metal-cutting machine. Again, the PC design software can directly drive the metal-cutting, no drawings in between.

Though usually, even in these cases, the person who's overseeing the metal-cutting machine likes to have a set of drawings, not because



R14 offers raster capabilities (above) in AutoCAD's traditional vector format (above right).



AutoCAD has been very much a people's product—it gets bought and infiltrated into companies in a grassroots fashion.

they're going to program the machine from them, but so that they can make sure they know what's being built and why, and they make sure it's coming out to spec when it comes out of the machine.

How do your customers use the product?

AutoCAD's used principally in three major markets: mechanical CAD or MCAD; AEC, and GIS.

MCAD is not buildings, bridges and civil—brackets, it's automobile parts, its furniture, its bearings on a wheel, etc. It's a wide variety of typically or plastic-formed, molded or machined parts that are typically assembled together to make a working product. Two of the largest markets are aerospace and construction, but virtually everything that's built that's not clothing or bridges, roads and buildings, products, tools.

A lot of the smaller things that are built

large automotive and aerospace companies, a lot of tool and die shops, a lot of assembly-line development—if you're going to build an assembly line and assemble a lot of tools to build something, the actual design of the assembly line and a lot of the special tool fixtures and jigs that automate it—all that work tends to be done in AutoCAD.

AEC stands for Architecture, Engineering and Construction, but you can think of it as Roads, Bridges, and Buildings—anything that a civil engineer or a building contractor is going to build.

The third market is GIS, Geographic Information Systems. Principally what AutoCAD's used there is map drafting. Odds are your county probably keeps track of tax parcels, property lines and property info on maps. AutoCAD's then GIS department probably uses maps based on AutoCAD for dispatching of the fire and maintenance services to customers.

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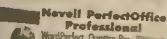
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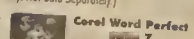
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Building The Future At Autodesk

continued from page 104

Probably 35% of our users are ■ MCAD, 45% in AEC, and about 10% doing this map drafting and GIS.

And then across all those users, typically more so the MCAD and AEC—today about a third do 3-D work inside of AutoCAD. Not exclusively—those folks do a combination of 2-D and 3-D.

Right away, that tells you that two-thirds of our users are 2-D focused. They tend to be more classical drafters—in many cases, these are literally people who five or ten years ago did drafting on a drafting board. They've computerized their skill sets, if you will, and they're now well-paid, much-in-demand AutoCAD operators who can do ■ tremendous amount of blue-print-oriented drafting ■ AutoCAD.

But about a third of our users do the 3-D work, which means they're much more design-oriented individuals. They're probably doing some drafting and detailed design themselves, but they're much more involved in making the design decisions, and they're oftentimes creating a 3-D model inside AutoCAD.

In all its markets, AutoCAD has been very much a people's product—it gets bought and infiltrated into companies in a grassroots fashion. Individuals and small workgroups say, "This ■ a better tool. Instead of buying expensive mainframe or minicomputer ■ workstation CAD software, here's AutoCAD. Much cheaper, just as good or better than those legacy systems—I'm going to buy it and be more productive in my workgroup." That's usually how AutoCAD ■ gotten adopted.

We can't say that Boeing ■ AutoCAD to design the 777, but literally hundreds of Boeing's subcontractor vendors will use it ■ design the parts that Boeing ■ buys from them

in another part of the company, you have a lot of 3-D and multimedia products. How do they relate to AutoCAD?

They have a great relationship. We have another division here ■ Kinetic, our multimedia tools group. Their primary tool is ■ Studio MAX, designed from the ■ up for NT and Win 95 ■ the world's best-selling 3-D animation and visualization ■

3D Studio MAX can read ■ write native AutoCAD files. It's a very popular ■ a lot of AutoCAD users, who ■ just ■ their file in AutoCAD's DWG format, ■ then go into 3D Studio MAX and bring ■ that design information into a very rich environment, both for real-time ■ very photorealistic rendering ■ animation.

So ■ architect, for instance, can use 3D

Studio MAX to do a fly-through visualization of a new building before it's ever been built. The whole name of the game in improving design process is to catch design errors and changes ■ early as possible. It's cheaper to change your design of a building before you ever start building it. You want the client to walk through the lobby and look up at the atrium before you ever build it, in case the client wants to make some changes, rather than after the fact.

"Oops, the fifteenth floor doesn't look quite right..."

"Here's ■ \$700,000 change order..."

In the realm of buildings and stung buildings on sites, as well as building anything mechanical,

"The whole name of the game in improving design process is to catch design errors and changes ■ early as possible. It's cheaper to change your design of a building before you ever start building it."

cal, visualizing—walking ■ flying through a design before it's ever built—can save enormous amounts of money and compress cycle times. 3D Studio MAX is the most popular tool for doing that with AutoCAD today.

I think the number of AutoCAD users who buy a product like 3D Studio MAX and do visualization is rather small, because MAX is a specialized power tool, and I think ■ a ■ learning how ■ when ■ a product like that. Principally it would be ■ firms—not everybody in the architecture firm uses it ■ there'll be a few that know how to ■ it and have ■ that ■ they're trying to win a ■ design ■ for instance with a customer ■ they ■ present walkthroughs ■ design concept to ■ customers that kind of half-practical, ■ glitz presentation ■ help ■ design ■

Release 14 of AutoCAD, when it ships, will ■ a pretty major upgrade ■ over previous versions. What were the challenges you faced in building it?

There ■ a couple of key market-orientation challenges.

The first was transitioning our product to being one of the world's best, if not the best Windows CAD product, really making AutoCAD Windows-centric in a thorough fashion. AutoCAD was one of the greatest DOS products around, and to this day we have many loyal users who still use AutoCAD on DOS.

Until Release 14, we've always offered and developed versions of AutoCAD for DOS. We, like many of the PC software companies from the '80s, faced a major challenge of transitioning users from DOS to Windows, because if we didn't, somebody else would grab our users.

The second technology challenge was to reignite a new era in development opportunities on top of AutoCAD by shifting from our old programming capabilities to a new generation that was object-oriented.

Back in '93 when I came here, we had Release 13 well under way, which was version 1 of the new object-oriented architecture. But it usually takes a couple of releases to get a major new architecture fine-tuned and in tip-top shape.

What about R13 didn't work ■ well as you'd like, and how does R14 address it?

Performance would be the #1 aspect. That always takes time to tune up.

When we shipped Release 13 it was a major step up in the power of the internal engine. It had an object-oriented database. But it also required a lot more processor power and RAM. At that time most of our users had 486 systems, and Pentiums were still pretty pricey.

Furthermore, we had designed R13 for what would become Windows 95—back then it was called Chicago. We really designed it for 32-bit versions of Windows, but when we shipped it 18 months it had already been delayed by 18 months. It didn't ultimately ship until almost ten months after Release 13 shipped. There's no question that Release 13's ■ architecture for Windows and the new object-oriented architecture when it first shipped were leading the hardware and operating system curve a bit.

Which is probably where you want to be with your new technology. You don't want to be lagging ■ laughs! But it makes it very challenging from a marketing viewpoint if you're leading the technology curve. It makes it more painful ■ you ■ to follow right along.

So now Moore's Law has ■ its course and the hardware's capable of a lot more, and what does the new software do?

The first and most important thing is raw speed.

AutoCAD is different from most desktop

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Building The Future At Autodesk continued

applications in that AutoCAD is a mission-critical application for its users—they use it, typically, 30–40 hours a week, all day long. So the speed of the software makes a significant bottom-line difference in how much work they produce in a day or a week. That's pretty much tied to their billable hours—they're oftentimes paid by the number of drawings they produce.

AutoCAD Release 14 is at least twice as fast across the board as Release 13, and it's also just as fast or faster across the board as Release 12 running on DOS. It's very compelling to users for its speed.

Beyond its speed, 14 is chock-full of new feature and functionality enhancements. One of the ones I'm really excited about is that 14 builds in fundamental support for bit-mapped graphics, or what we call raster, as a native data type inside AutoCAD. For 15 years AutoCAD has been an industry standard platform for vector processing—now we have a whole new era where AutoCAD can be used for vector or vector-plus-raster. This is really important, say, if you want to combine an aerial photograph with an overlay of a vector map, maybe showing a new proposed subdivision or something like that.

AutoCAD handles very sophisticated processing and memory management algorithms for raster images, so users can get true industrial-strength raster processing combined with AutoCAD's vector capabilities.

Users are very excited about that. A lot of users are also excited that Release 14, in many cases, actually shrinks their file sizes fairly dramatically, and improves file load and save times, principally through some new data types called lightweight polylines, and also through a new way we've done our crosshatching fill patterns. These new data types are much smaller and more efficient than the past.

File sizes might be half of what they were before, if you have a lot of polylines for instance, and load times could be as little as 1/3 of what they were before, if you use this 50% shrinkage in your file size.

R14 is the first AutoCAD that's Windows-only.

CAD started out as a mainframe application in the '70s, and by the mid-'80s UNIX workstations, the SaaS and IaaS, started to be a popular alternative. At the same time, in the early '80s, we started revolutionizing the home market by doing CAD on a PC.

In the '80s, we then ported AutoCAD to many other platforms, not only from DOS to the early versions of Windows but also to the Macintosh and, especially, to the first 32-bit systems.

In the early days you had a version for Victor

Yes, and even to the kind of weird almost-PC, but-not-quite-PCs.

That was a good strategy in the '80s, for several reasons. One was that operating systems back then were simpler and smaller—it's hard to believe that I'm describing UNIX in the mid-'80s as simpler and smaller, but the reality is that compared to Windows 95 or NT today, there are many subsystems present in today's Win32 environment that had no equivalent whatever back in UNIX. UNIX was primarily a file and memory management system, allocating processor time, and if you were lucky your UNIX had a set of GUI libraries that that could give you a GUI look and feel. But that's about all UNIX really did for a CAD product.

In that era, we could write AutoCAD so that it was highly portable, because AutoCAD did almost everything itself. It had to handle all the device support, it had to in essence create its own GUI environment that could run on DOS as well as on UNIX. The result was that it was highly portable, and portable without severe compromise, since there weren't major subsystems in DOS and UNIX that we were avoiding or ignoring.

Today, Windows is very deep and rich platform, and I think any application developer has a real choice to make—to be highly portable but suffer a strong lowest-common-denominator problem, or else to optimize for particular platforms.

We've chosen to really optimize for Win32. Our customers have already overwhelmingly selected Windows as their operating system of choice. We know that the ones who still on DOS, and even many of them who on UNIX systems today, have an overwhelming intention to quickly migrate to Windows 95 or Windows NT.

Release 14 comes in one version that is both: I think Microsoft's done a good job of keeping enough similarity between the systems so that we can generate one set of bits, one executable that will run on both those operating systems.

So how is your relationship with Microsoft? How do you work with them on a product of this complexity?

I think we're one of their best application partners. Our focus on the 32-bit versions of Windows, particularly on NT, which Microsoft has targeted as the technical desktop, makes us an ideal partner for them.

We have frequent cooperation on technical issues in terms of optimizing Windows and

AutoCAD for each other, and we also have cooperation on some major initiatives, such as our licensing of Visual Basic for applications. We were one of the first application companies to license that from them, and we'll be adding that to AutoCAD.

The world changed since you shipped the last release, and now everybody's working on the Net. How has all this changed the way your customers work, and how are you adapting?

The Internet is even more exciting for our customers than for most PC users, because our customers are designers, and design is one of the most collaborative professions on the face of the earth. It's a very communications-intensive profession, and I think the Internet is all about slashing communications cost.

The design community and rapidly dropping communications costs really go together.

We've done a lot of work to provide tools to our users that let them use the Internet for effective communication. We're not trying to reinvent or duplicate any of the great things going on on the Internet, ranging from email collaboration support, that both Microsoft and Netscape are starting to build into their systems. Instead, we're really trying to make sure the appropriate standards are in place on the Internet for communicating design information. We're a natural leader in that space.

So last year we designed an open standard called DWG, Drawing Web Format, to allow in high-performance 2-D vector information exchange on the Internet.

Users can, of course, always ship AutoCAD DWG file, our native file format. They can always ship that over the Internet, but because that's the design information of the drawing, it's a large and rich file format, and it's also the kind of thing that when you send it, you're sending your crown jewels as a designer. You might not want somebody else to be able to revise or edit your drawing.

DWG, vzw and plays a key role in this scenario. It is really just an electronic plot of your design. Because of that, and because of our new inventions in design compression algorithms, DWG files can be as small as one-tenth of the equivalent DWG file, speeding transmission.

And since they're, in essence, just electronic plot, they don't provide you with the real design information such that you can modify the drawing you've received. Instead, you just zoom and pan in real time with tremendous precision, meeting all your needs that you'd want from an electronic

continued on page 130

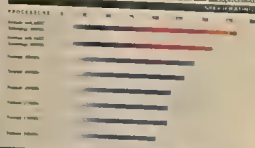
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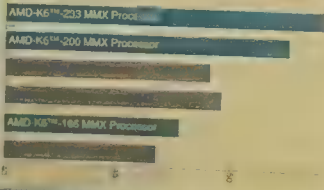
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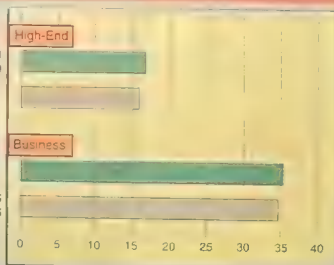
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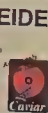
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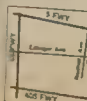
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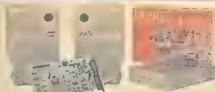
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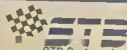
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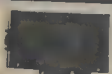
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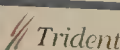
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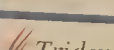
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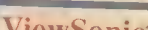


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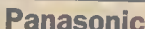


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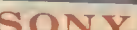


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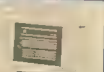


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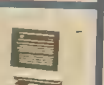


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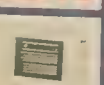


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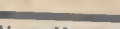
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SVGA

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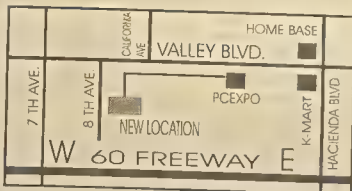
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Pentium Pro 200-256	\$2837
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- Tower Case, 300W FCC UL
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- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate 8.5GB 8.5" Ultra Wide SCSI Drive
- Toshiba 15X SCSI CD-ROM Drive
- Creative Lab AW664 Sound Card
- Yamaha M7 Speaker System
- Matrox Millennium 4MB VRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-Key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
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- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate 8.5GB 8.5" Ultra Wide SCSI Drive
- Plextor 12X SCSI CD-ROM Drive
- Creative Lab AW664 Sound Card
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- Matrox Millennium 4MB VRAM Video Card
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- 1 Parallel Port, 2 Serial Ports
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- Toshiba 15X SCSI CD-ROM Drive
- Creative Lab AW664 Sound Card
- Yamaha M7 Speaker System
- Matrox Millennium 4MB VRAM Video Card
- 1 Parallel Port, 2 Serial Ports
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- Microsoft 104-Key Natural Keyboard
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- Matrox Millennium 2MB VRAM Video Card
- 1 Parallel Port, 2 Serial Ports
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- 32MB 50ns Parity RAM expandable to 512MB
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MMX chip

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- 256K external cache
- 15MB integrated EDO RAM
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- Windows 3.11
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- 256K external cache
- 15MB integrated EDO RAM
- Teac 14MB floppy disk drive
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- Windows 3.11



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- Windows 3.11
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compatibility, because we have to protect our users' investment in programs and data. But we've added the new object-oriented APIs, and more and more of our commercial developers are using them.

Meanwhile end-users have used AutoLISP, which they know and is very accessible to them. We'll continue to support that, but even there too, we have a much newer alternative we're introducing with R14, which is support for Microsoft's ActiveX automation APIs, handling Microsoft technology to let an application like AutoCAD work together with Visual Basic, for instance.

So in general by the end of the '90s you'll be able to say AutoLISP users have in many cases migrated over to using Visual Basic instead as a more modern tool, although we'll still run all their old AutoLISP programs, and our commercial developers will have migrated from using ADS over to using Object ARX, even though we'll still run all the ADS applications.

I'm a little confused. I think of the AutoCAD user sitting down at the computer and designing a gear, or designing a house, or designing an airplane. I don't consider them as sitting down and programming anything. What am I missing here?

Most AutoCAD users do little or no programming of any kind, so they won't have learned AutoLISP. But typically, at any given site, there will be one user who's a power user. If the site gets very large, if they have maybe a couple of people who use AutoCAD, they'll actually have a full-time job called CAD Manager. They're kind of an IS manager in terms of how the company uses AutoCAD.

It'll be their job to establish and enforce a consistency in the way that AutoCAD is used, because whenever you're producing designs and drawings, there are a lot of conventions that you have to follow.

Whether you're using a single user or a multi-user database, or a single user or a multi-user database, there's a lot of conventions that you have to follow. That's why the CAD manager is so important. That's why the CAD manager is so important.

When you're using a single user or a multi-user database, there's a lot of conventions that you have to follow. That's why the CAD manager is so important. That's why the CAD manager is so important.

When you're using a single user or a multi-user database, there's a lot of conventions that you have to follow. That's why the CAD manager is so important. That's why the CAD manager is so important.

their particular job and tasks, it's often the case that a variety of small utilities and macros can greatly speed the design and drafting process. With AutoLISP they can quickly produce a line or 25-line or sometimes 200 line-long utilities and macros, that they might spend a few hours writing, but each time it's run it could save themselves or their colleagues fifteen to thirty minutes' worth of work by automating certain portions of the drafting process.

In many cases it's roughly analogous to very sophisticated macros in a spreadsheet program. If you're a power spreadsheet user, you soon find that you can save yourself a tremendous amount of manual labor processing data in a spreadsheet by writing an appropriate formula.

"AutoCAD is different from most desktop applications in that AutoCAD is a mission-critical application for its users. The speed of the software makes a significant bottom-line difference in how much work they produce in a day or a week."

macro that will walk across that data and do something.

Same thing in AutoCAD—write an AutoLISP program that walks across a lot of your lines, dimensions and text and does something to it, maybe attaching information or extracting information or cleaning up the design. That can save you fifteen minutes or thirty minutes every time you run it.

It's the tip in the pyramid, power users and CAD managers that will write these products.

Then with time a lot of these folks said, "Wow, this is a pretty hot thing. I'll sell it to other people." Or "I'll write an even more grandiose version of this rather than just writing it to help someone with just this." I'll be a whole pack of architects that use a little bit of AutoCAD handles walls, doors, windows, etc. All of a sudden, Autodesk itself is a "business" entity—it's not a hobby today—of third party developers developing commercial software that runs on top of AutoLISP or on top of ADS or on top of the AutoCAD platform.

More than most companies, you have an even

sive accreditation and instructional program. How does that work?

Autodesk's philosophy is fairly unique in that we really practice teamwork and open architecture almost anywhere we go. AutoCAD itself is open architecture.

But then as a company, we practice what we call virtual corporation. A lot of key things that other companies would do themselves we instead have partnerships with other companies. We do this with the 2100 third-party developers; we do this when we sell our product. We sell our product through a worldwide network of more than 4000 VAR dealers, rather than selling it with our own direct sales force, for instance.

When it comes to training, we have 900 Autodesk Training Centers. We don't believe that we can do the best job training in your locality—instead, there's probably going to be a local junior college, or a small business that actually specializes in training, that's so good that they can make a profit out of it.

Early in the '80s we built up a program of supporting these trainers so they deliver the training and our job was just developing training courseware and certifying trainers. So today we have over 900 Authorized Training Centers around the world. If you want to get trained using an Autodesk product, you know that when you go to an ATC, as opposed to just any fly-by-night training shop, you'll get a high quality level of training, and also that the certificates you get out of the training process mean a lot to potential employers.

We have a very thriving training community, and again it's part of this virtual corporation belief where we'd rather concentrate on doing a few things and doing them really well, and being really good at partnering with outside companies who can deliver a superior total solution with us.

Unlike most companies, Autodesk is practically born global. How does your global business work today?

Most large US software companies get at least half their software revenues from outside the United States. Autodesk is even more global. We get more than 50% of our revenue outside the United States.

Certainly design and drafting are a global activity, so it's familiar with us. In different countries, especially in the last few years, we've seen a lot of design and drafting powerhouses for much of the world.

Autodesk has been very proactive in selling our products abroad; we've gotten very good

(continued on page 14)

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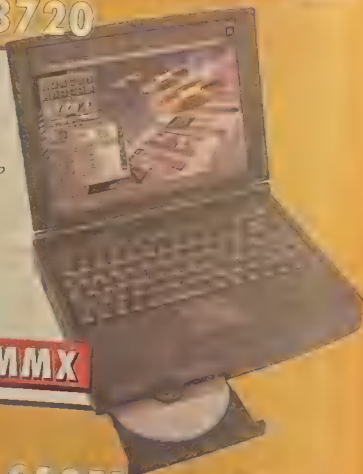
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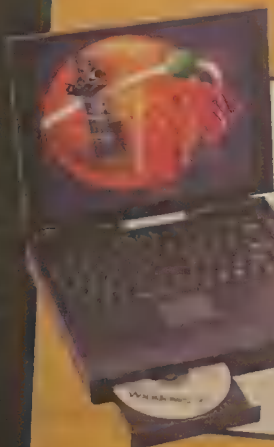
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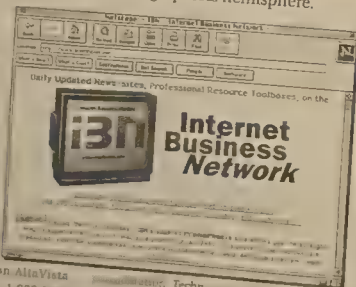
Career Guidance In Cyberspace

IBN's Top 100 Electronic Recruiters Web Site
by Cassidy F. Allen

Convenient, free, and virtually limitless in its ability to display and retrieve information, the Internet is an obvious destination for job hunters who are fed-up with the laborious and often disappointing process of leafing through the newspaper classifieds. But for anyone who has ever dug their browser into the heaps of job listings that the World Wide Web has to offer, it quickly becomes apparent that this unprecedented access to available careers can give new meaning to the term "information overload;" there are virtually hundreds of thousands of jobs on the World Wide Web, and unlike the "jobs available" section of your local newspaper, these opportunities aren't in a familiar, intuitive order or even in your geographical hemisphere.

1,000,000 Possible Matches

Of course, ingenious Internet search engines such as the familiar AltaVista, Yahoo!, Excite, etc. offer a major career-search offering a simple way of limiting your search criteria by directing you to the Internet information that you really want still a general or even highly focused search engine delivers a mind-boggling number of possible matches. For example, a request for "Computer jobs" on AltaVista comes up with "approximately 1,000,000" matches, while a search for the "Jobs (California Software Developer)" delivers "approximately 500,000" Web pages for your



computer center. Techno-enthusiasts predict that the Internet will eventually make the daily newspaper that has been our doorstep a thing of the past, but currently the Internet's anarchic classified list can benefit job

hunting from the pulp counterpart's simplicity and intuitiveness. What's the solution?

Basically, the Internet is a library, and every library, in order to be used efficiently and to its greatest potential, must have a librarian to point you in the right direction, screen out the best and most important resources, and maintain those resources' accessibility. IBN (<http://www.interbiznet.com>), publisher of the Web daily "Electronic Recruiting News," (<http://www.interbiznet.com/firststart.html>), has taken on the role of cyberspace's career librarian by launching "The Top 100 Electronic Recruiters Web Site" (<http://www.interbiznet.com/etcr/>), a "single-point interface to the burgeoning online employment advertising and recruiting industry."

Simplification Through Standardization

Recognizing that the Internet had no shortage of worthwhile job sites but a confusing lack of interface continuity amongst those sites, IBN designed a standardized interface to simplify the ability to review what the World Wide Web has to offer. In addition, IBN took its annual ranking of the Internet's best sites and linked them to the site, providing an instantly valuable resource for potential employers and employees.

"We've delivered an advertising-sponsored service that bridges the gap between pure search engines like AltaVista and subject matter indexes like Yahoo!," John Sumner, IBN's CEO, says. "The Top 100 Electronic Recruiters Web Site gives users the opportunity to compare

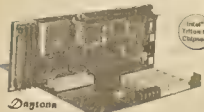
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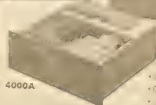
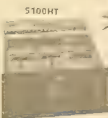


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When it comes to searching for a job on the Internet, the first thing that most people do is head straight for such popular employment and career Web sites as The Monster Board, CareerMosaic, Careerpath and the Online Career Center.

The attraction of these Web sites is the amount of job information, resume posting capabilities and career advice they offer. In addition, these sites have advanced search capabilities where you can look for a job by title, salary, location and other criteria.

But if you, along with everyone else in cyberspace, are tapping into these job databanks, all that really does is ratchet up the competition for jobs. It may make your chance of landing that six-figure dream job in Hawaii out of reach.

There are places—off the information-high way beaten path, so to speak—where you can still do some serious job searching, post your resume and get career advice, all without the hustle and bustle of the major job and career Web sites. However, you may have to put up with some get-rich-quick marketing "spams," occasional flames and assorted urdues. And finding these job-related areas may take a little more effort on your part, but it's well worth it.

These lesser-known Internet resources for job hunting include Usenet Newsgroups, discussion boards, job sites that can use telnet, employment, job-related mailing lists.

Here you can find wealth of information about jobs, the country, professions, target specific jobs, network with people, job tips and more.

Using Usenet

Usenet Newsgroups are free for-all discussion groups often overlooked during a job search. Here's your chance to plumb this untapped job mine.

There are hundreds of Usenet newsgroups devoted to many different topics. They offer thousands of job listings daily. Postings include consultant work, contract work, part-time and full-time employment and even telecommuting positions.

While many of the positions found in Usenet job groups are computer or high-tech, there are also jobs for sales people, accountants, and many other professions and skills.

At times, there's been confusion caused by the lack of consistent and easy-to-understand names given to job newsgroups. In addition, not all job newsgroups are carried by all Internet

finders fee if someone recommended anyone with at least two years of experience in Mainframe Programming and that live in, or are looking to move to, the Dallas/Fort Worth area."

The only caveat to getting the finder's fee was that the person recommended would have to be hired by Metro.

In all jobs, a newsgroup for jobs in the Atlanta, GA area, there was this recent posting:

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Internet Job Searching

Off The Beaten Track By David Noack

Service Providers Sometimes two job-related newsgroups are created with exactly the same name but with different charters and different postings appropriate for each. But no matter if you live in Houston, San Francisco, Cleveland or Washington, D.C., there are job-related newsgroups tailored to your specific area of the country.

For example, the newsgroup "houston.jobs.offered" includes dozens of positions, many of them technical or computer related such as development, COBOL, programming and so on. A person designer there was even a posting from a company called "Metro" looking for people interested in a consulting career and was offering a \$500

another good way to target a job search in a specific profession or skill.

These lists are akin to discussion groups where people with similar interests share and exchange ideas and information. They are employment mailing lists for accountants, engineers and even librarians.

You can join a mailing list by "subscribing." Once you subscribe you will receive mail from the "listerv," which is in most cases an automatic mail answering and forwarding software program. There are three primary types of mailing lists: Listserv, Listproc and Majordomo.

They all use different software to process and administer the mailing list. It is your responsibility as a mailing list user to usually list a valid e-mail

Mailing Lists

Mailing lists on the Internet also provide

targeted job search information

information for accountants, engineers and even librarians.

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- PCI Matrox Mystique ■■■■ SGRAM, 3D Graphics, supports MPEG
- 17" Mag DJ702 .26mm, 1280x1024, Non-Interlaced.
- Two High Speed Serial Ports (16550 UART) & 1 Parallel Port (EPP/ECPI) ■ 1 Game Port
- 1.44MB Teac Floppy Drive
- 104 Keys Windows 95 Keyboard with Microsoft Mouse
- 16X EIDE CD-ROM Drive
- Creative Labs Sound Blaster ■■ PaP
- 20 Popular ■■ Software Titles
- 180 Watt Hi-Fi Surround Sound Stereo Speakers
- ■■ form factor Mid Tower Case (8 Bays ■ 250W UL PS)
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- Windows 95 ■■■■ software

Pentium 166 \$1779
 Pentium 200 \$1949
 Pentium 166MMX \$1909
 Pentium 200MMX \$2039

Pipeline Media Pro

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- 12X EIDE CD-ROM ■■■■
- Creative Labs ■■■■ Blaster ■■ Card
- 20 Popular CD ■■■■ Software Titles
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- Mid Tower Case (8 Bays ■ 230W UL PS)
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- 20 Popular ■■ Software Titles
- 180 Watt Hi-Fi Surround Sound Stereo Speakers
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Internet Job Searching

continued from page 144

sage with instructions on how to utilize the list. Keep that welcome message—you'll need it later on in case you want to unsubscribe from the list.

When you are a member of the mailing list sends email to the "list," all members of the list will receive that email. Some lists are moderated, which means that a human being may remove certain mail not applicable to the list before forwarding the mail to all the members.

Some mailing lists are more active than others, which means that you may get dozens of mail messages a day or just a few.

Here are some job-related mailing lists that can get you started:

jobs-mis

Contact: jobs-mis@excite.com

This is a moderated list of MIS/IT management employment opportunities. No entry level positions.

To subscribe, send email to jobs-mis@excite.com

and on the Subject: line, put subscribe

List owner: staff@excite.com (George Smith)

EMPLOY (Federal Job)

Contact: EMPLOY-request@ODCSPER.NTI.HQUSAREUR.ARMY.MIL

EMPLOY is a discussion of federal job openings/announcements and open only to users in the mil and gov domain. Archive files are maintained in the anonymous FTP 144.170.207.1 with interactive searchable files.

Web: <http://144.170.207.252>

To subscribe, send email to

LISTSERV@ODCSPER-NTI.HQUSAREUR.ARMY.MIL

and in the body of the message, put SUB EMPLOY your first name your last name

List owner: bating@hq.usareur.army.mil

or STAFF@NTI

Job-Link

Contact: Job-Link@netnet.net

For communicating new job openings or announcements to all members. The type of openings are categorized as "legitimate" or "get-rich-quick" or "pyramid" schemes. Only "legitimate" or "pyramid" schemes are posted permanently.

Multiple postings of the same job opening are allowed. To see past messages repeatedly, automatically, or manually, you may want to get a copy of the messages.

NO MICROFILMS - APRIL 1997

the mailing list. Job WANTED postings are not appropriate to this list either.

To subscribe, send email to Job-Link-Admin@listserve.job-link.com and on the Subject: line, put

subscribe

List owner: webguy@job-link.com (Charles Boesel)

Telnet

Telnet is an Internet protocol that allows you to remotely access a computer anywhere in the world.

For example, I subscribe to an Internet Service Provider in Boston, even though I live in New York State. I've been with the service for years and am satisfied with the features they provide.

Now I could not afford to call the ISP in Boston every day, so the next best thing is to telnet to the service. I use a UNIX shell account for this purpose. Using a basic DOS communications program, I dial up my local ISP in New York, and at the UNIX prompt, type

telnet

at the command prompt and then the domain name of my Boston ISP. For example

[telnet world.std.com](http://telnet.world.std.com)

Once a connection is made, I type in my user id and password and go about my business. Make sure that your communications program allows for VT100 or VT102 terminal emulation. Otherwise, the screen will be virtually unreadable.

Now if you want to access telnet-related job sites, the login process would be very similar. Once you have established a remote session, all commands you type will be sent to the remote server which will then execute your commands.

If you are using a UNIX shell account, you would type the domain name or Internet Protocol address or number. Try typing "help" or "?" at the telnet prompt to get a list of the commands available.

To exit a UNIX shell telnet session, first try that system's logoff command. To determine what the appropriate logoff command is, check the help and welcome screens when you first log on. Many of the information is good, but always easy to retrieve later.

Many of the telnet jobs require that you fill out a registration form in order to have access to the list. Don't forget, with telnet, you only have a text-based screen. There are no graphics, but it's not that bad.

There are a number of telnet jobs that are available. Some are good, some are not. Take

FedWorld

telnet.fedworld.gov

This is the original FedWorld Dialup/Telnet online service that offers access to detailed information from over fifty agencies and includes access to online ordering services, federal job opportunities, and access to about 100 other government information systems. Once you're at the main menu, all you need to do to enter the federal job database is press the letter J. There are dozens of federal job listings by regions, states and even overseas.

The FedWorld job files are updated Tuesday through Saturday, normally by 8 a.m. Eastern time. The files contain information from the previous day. If the files have not been updated, check back later in the day.

America's Job Bank

telnet.ajb.dni.us

The America's Job Bank computerized network links 2,000 state employment service offices. It provides job seekers with the largest pool of active job opportunities available anywhere. For employers, it provides rapid, national exposure for job openings. The actual number of jobs depends on the number of the local labor market. However, the "nationwide" listings in America's Job Bank contain information on approximately 100,000 jobs.

Most of the jobs listed in America's Job Bank are full-time listings and the majority are in the private sector. Approximately 10% of the job listings are government. The job openings come from all over the country and represent a mix of work, from professions and technical to blue collar, from management to clerical and sales. There is no charge, either for employers that list their job vacancies or for job seekers who utilize America's Job Bank to locate employment.

Texas Employment Commission hi-T.E.C. BS

TELNET hi-telec.texas.gov

MAIN MENU

- I => Online Job Listings & Information
- M => Labor Market Statistics
- S => TEC's Employment Services
- C => Unemployment Compensation
- L => Letter to the Chairman
- F => Find your TEF Local Office
- R => Research Texas Employment Laws
- D => Download! Helpful Files
- E => Email Services
- U => Utilities
- P => Press Release

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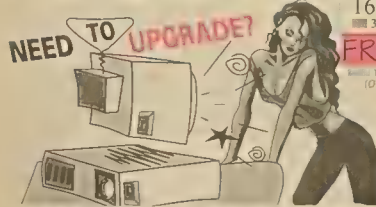
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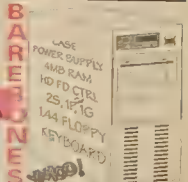


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oner or later, most of us need a resume, and in today's competitive job market, it better be a good one—a *really* good one. That's the secret behind the resume industry's boom—whose resume is perfect?

But a resume shouldn't just be perfect, it should be effective. When it comes right down to it, the resume has one simple goal: getting into a job interview. Oh sure, during the interview process, the resume provides potential employers with background information and so forth, but its primary function is to get you in the door.

With an interview as the goal, ■ cardinal rule of resume writing becomes "Thou shalt not alienate the hiring manager." This is where ■ gets sticky. While resume books now contain advice on everything under the sun, ■ resume book can look into the mind of today's hiring manager

What do the managers want? What do they think about the resumes that they get? Have you ever wondered what managers screen for, or what they talk about when they're comparing notes? Well, here's your opportunity.

To research this piece, I emailed questions to a group of managers in fifteen Silicon Valley firms, most of whom are currently trying to hire. The people quoted in this piece are from marketing, engineering, testing, technical writing, operations, technical support manufacturing, sales and more. And not surprisingly, everybody had an opinion on whether:

If you don't know the basics of writing income tax, go to the bookstore and buy any of the available books. But if you do have a taxman, whether or not you don't like him, you had better keep a close eye on a shopworn one that's been letting the rough value that for the past few months paid up a flat and dark in the corner.

Market Yourself

Before we actually talk about the chief of police, let's talk about how to present your self. Most pain are the result of personal ex-

nections. If you're looking for a job, you're going to have to network. And while you're at it, try to enjoy yourself. People remember you a lot more if you're upbeat.

The best tool for getting to know people is the telephone. Are you a good telephone self-promoter?

resume clearinghouses, good places to look for jobs, and some rules of thumb for posting your resume and following up on your Internet search.

Introducing A Good Resume

It's amazing how many of our managers mentioned a good cover letter. With the proper type of cover letter, you can deliver a one-two punch. Your resume can describe what you've done and your cover letter can tell an employer who you are.

Employers are often looking for a set of skills, as well as a certain type of person. Your resume isn't the best place to convey things about your personality, so put it into your cover letter. Tell employers what you love working on, what you look forward to, and what you are most proud of.

The cover letter is also a great opportunity to let employers know that you've put some effort into understanding their needs. It's even better to research the job description and tell the hiring manager exactly why you'd be perfect in the job. Are you studying something that will help you do the job? Has anything in your past uniquely prepared you for this position? Explain to the manager why they should hire you, and you just might get your wish.

The Art Of The Resume

Dos and Don'ts From Hiring Managers

By Catherine Mikkelsen

Most people could use it. I suggest a book called *Dynamite Tele-Search*, by Ronald L. Krannich. Cary Rae Krannich, PhDs (ISBN 0542710908) tell you how to get through "gatekeepers" like community and administrative workers to talk with the people in charge, what to say to them and what to ask. Whether or not you use it, then advice by Krannich does you thinking about how you use telephone. Telephone salesperson knows it is formidable to

The second tool will keep you in know, simply and getting some resume in front of them is the Internet. If you're serious, try using **Electron**, the Search Revolution. **John Kennedy**, **Harvey I. Marrow** **047111575762** # list

The Alienated Hiring Manager

If you were a hiring manager, how would you feel about having me read from five to ten resumes a day? How would you feel about a week? a month? a year? Do yourself a favor. Steer clear of the things that managers hate, and you've got a better chance of being hired.

In the email responses that I got, the "turn-offs" list was far more interesting and useful than the list of requests. If your resume doesn't list the things in this section, it might be worth filing an arrival—in the good sense.

- Keep it Simple: In a group, the more complicated rules, the designer is likely to create more complex rules.

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Technical Writing

The Overlooked High-Tech Career

By Douglas J. Nakakihara

When people think of high-tech computer careers, they probably think of programmers, graphic artists, Web designers, network engineers, hardware designers, etc.—you know, the “sexy” jobs.

I doubt they give much thought to the people who write the reference and user guides that come with every single software and hardware product sold today—your bookshelves are probably full of manuals.

Up until last year, even I never thought I could actually make a career writing documentation, yet here I sit: Products Documentation Manager for NewTek, Inc. in Topeka, KS.

I really love what I do, but I don't think I could write documentation for just any company. First off, the product line would have to be very interesting. I doubt I could write a 400-page reference manual for a wordprocessor or spreadsheet. Secondly, I'd have to have control over the documentation project from beginning to end. I would hate to be known as the “Slot two ISA installation expert.”

NewTek develops for the *3D* *graphics* and *image* *world*, so I think any product will be held for a lifetime (if not two).

A Good Docs Guy

So, what *is* *it* *to* be a *good* *docs* *guy*? Well, you need to be a jack-of-all-trades (or at least a *jack-of-all-trades* *guy*).

Obviously, you need to be a *technical* *guy*. You either key knowledge, *technical* *programming*, graphic editing, page layout, graphic design, and all-around *technical* *savvy*.

You've got to be *organized* *or* *good* *at* *organizing* a good *manual*. My interest undoubtedly comes from the countless *manuals* *I* *product* *reviews* I've done. I can tell you how many times I've

come away from a manual scratching my head wondering what the heck it said, or finding two sentences on a topic I felt needed a page or two, or finding a page or two on something I felt needed a sentence. I'm sure most computer users have experienced this more than once. To some the distinction between a good and bad manual is somewhat subjective, but I believe that there are also objective issues.

Technical writing is far from being sterile, as the title might suggest. It is creative writing. Like the author of a novel, you write a story that may have a tremendous impact on your reader's life. The quality of writing will determine whether a feature—or even the product—is *used*.

Software *is* *as* *important* *as* *the* *hardware* *software* *itself*. It *can* *make* *the* *difference* *between* *a* *winner* *or* *loser* *product*. A *matchbook* *would* *be* *up* *to* *us* *to* *a* *computer* *if* *it* *didn't* *know* *how* *to* *strike* *a* *match*.

Programming?

What *programming*? Ah! Well, you often *need* *to* *interact* *with* *the*

question programmers, you need to have some understanding of the “lingo.” Programmers are going to talk to you in their own way. It's the docs guy's job to translate the explanations into language that the average user can understand.

Being able to communicate with the programmers also helps to strengthen your rapport with them. Remember, these are the people that make the program do whatever it does when a user clicks button X. Nothing can happen unless someone has an idea and then writes the code. Thus, if the docs guy can be in at the ideal stage of the game, he can have a tremendous head start documenting the feature.

Fortunately for me, I am part of the NewTek R&D team, affectionately known as “Frazz” (short for Alcatraz). As a result, I work with and see many of the programmers on a daily basis.

Quasi-Beta Tester

To a great extent, a good documentation person ends up being a quasi-beta tester.

When I write a manual, I am constantly trying to bring logic to the product. Attempting to bring common “functionalities” to an interface

Programmers
are going to talk to you in their own way. It's the **docs guy's** job to translate the explanations into language that the average user can **understand.**

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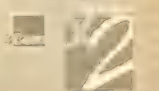
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CAREER AND TECHNICAL

Technical Writing

(continued from page 160)

together in writing can often bring to light illogical idiosyncrasies that have been previously overlooked. Programmers often don't have the luxury of time to fully think through things like the placement of a button ■ which menu a function should appear in

I always need to know what every single button does in a program. I need to understand when and how features should be used. Unless I can attain a reasonable level of understanding, there is no way I can explain it in writing. Because of this required thoroughness, bugs and logic issues can often raise their ugly heads

Putting On The User's Shoes

When I set off to write a manual, I like to place myself in the user's shoes. However, since all users are not created equal (or equally experienced), there is a constant battle over whether I'm over- or under-explaining. My rule of thumb is ■ always explain why something is being done or happening, unless it is overly apparent—I suppose I rather err on the side of over-explanation.

While I figure ■ advanced user ■ easily skip over unneeded information, ■ one knows everything. I feel that I know my man

When I write a manual, I am **constantly trying** to bring logic to the product. Attempting to bring common "functionalities" of an interface together in writing can often bring to light illogical idiosyncrasies that have been previously **overlooked.**

software tools quite well but it is not uncommon for me to read a useful tip in a magazine or online. I get a kick when the proverbial light goes on and I think, "Oh so that's what that does." I want to put that type of stuff in the manual.

The Tools

While I did two 2004 page manuals using Microsoft Word for Windows, I've moved over to QuarkXPress. I chose QuarkXPress because it's most used for other manuals here at NewTek. It's also the one most by commercial printing/publishing agency.

It's funny though—(1) First I thought that Quark should do everything that Word did and more, however I'm finding I miss a great deal of Word's ease of use. Word features blatantly missing in Quark, and I'm usually thought that it was my lack of understanding of the program. I've now seen many of my mistakes addressed by the features of the new version.

For printing manuals I use Adobe Photoshop up to 8 1/2 x 11 in. I usually

Technical Writing

to crop and size images, and to change file formats. That's a good thing too because I am far from being a good computer 2-D artist or an expert Photoshop user.

My suite of tools also includes Adobe Illustrator. This vector-based drawing program lets me make high-quality illustrations and symbols that I often use in place of pixel-based screen grabs. For example, scaling up a 10 x 10 pixel screen icon big enough to appear in print usually looks pretty ugly. So I often do the screen grab, paste it into Photoshop and crop out the icon, which I also scale up. Then I load the image into Illustrator and trace over the bitmap. The result is an EPS file that I can scale to my heart's content in Quark, always with beautiful results.

It's still a Mac world out there in publishing, so PostScript is the rule to live by. My HP Laserjet GMP is my workhorse in the printer department for great-looking drafts. When I'm done, I'll just hand the files over to our outside service for final high-resolution printing. It's interesting that although I'm

using a PC, all three of my main applications originated on the Mac.

Preparing For The Field

So I've convinced you that this might be the high-tech career for you, eh?

Obviously you need all of the things I mentioned previously: good writing skills, strong overall computer savvy, etc. I feel the best training ground is writing product reviews for magazines. In fact, this might be a way to get a foot in the door at a particular company. (Worked for me!) I think writing for a company that has interesting products goes a long way in terms of long-term job satisfaction.

Companies love getting press about their

products. They will read your review intently and carefully. So over time you will be building a rapport, whether anyone consciously realizes it or not. Being able to refer to a review you authored on one of their products for a particular magazine will go a long way when you begin to investigate the possibility of employment as a technical writer.

I'm thoroughly enjoying my new-found career as a technical writer. I get to work with cutting-edge products without writing the code or trying to sell them. As I tell all my friends, "I get to play with toys and write about them." I can't think of a better job. ■

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Nothing can happen unless **someone has an idea** and then writes the code. Thus, if the docs guy can be in at the idea stage of the game, he can have a **tremendous head start** on documenting the feature.

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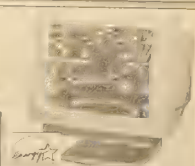
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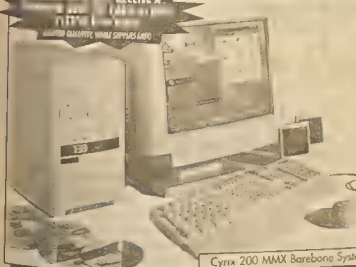
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Online Guide

INTERNET • BY JOHN S. QUARTERMAN

The Internet, The Comet, And Writing

Mainstream Media And Technophobia Through The Ages

"So you trust

shut-in you met the Internet"
—From a recent episode of *Millennium*, a weekly television series.

Oh, why not? What would they want to do, anyway, fly off to some spaceship behind a comet?

The Internet is right up there with "space aliens" in the popular culture, both fictional and now, with the suicide of thirty-nine Web developers in San Diego, in real life. The San Diego crew had been around in some form long before they ever heard of the Internet (there was a TV movie about their leader back in 1982, before the Internet as we know it existed), but they would have used any means they could find to make money and to distribute their message. But as reports about them play up the WWW and Internet angle because it's new and different to the people, it wouldn't be a good idea to say, for example, "the suicide cult used writing."

Writing

Three thousand years ago, a man called Bellerophon was sent by Proteus, king of Argos, to the king of Lycia (rather-in-law) with a message. Proteus "gave him a message, a message scratched on a folded tablet." Unfortunately, the message was in that now-forgotten stuff called writing, because Bellerophon couldn't read, but somehow, as the Lycian king's court found, it said to kill the bearer.

Of course the only means of writing by

Homer, in book 6, 198-199 of the *Iliad*. Homer, whoever he or she or they may have been, writing or singing or speaking as the case may have been, was working during the period towards the end of the eighth century B.C. when writing was becoming common among the Greeks. His stories were set in a still earlier "relentlessly archaic world" where writing was unknown, except perhaps as a rare, secret, dangerous thing. Sound familiar?

The San Diego crew had been around in some form long before they ever heard of the Internet. But of course news reports about them play up the WWW and Internet angle—it wouldn't make such good copy to say, for example,

"the suicide cult used writing!"

Hamlet's Evil Stepfather

During the Middle Ages, Hamlet's evil stepfather, Claudius, was in Denmark in England accompanied by the gentle Guildenstern. The evil stepfather, Hamlet's brother-in-law, Claudius, was in Denmark.

"And, England, if you have any power as yet—
—on great question thereof may you have sense.
Since yet the barbarous fowl and kind red
Pay homage to us—those green and gold are
Our sovereign process, which imports at full,

By letters congruing to that effect,

The present death of Hamlet. Do it, England.
For like the hectic in my blood he rages,

And thou must cure me: till I know 'tis done,
Howe'er my haps, my joys were ne'er begun."

Or so wrote William Shakespeare about the year 1600, whoever or how many he may have been. Hamlet himself could read, and substituted his own instructions that caused gentle Rosencrantz and good Guildenstern to meet a sudden end, but

otherwise the story seems quite like what happened to Bellerophon—2500 years weren't enough to erase the popularity of that particular use of writing as a nasty plot device.

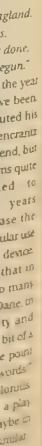
The difference is that in Hamlet writing is put to many other uses. Hamlet, in addition to being hasty and skilled with a sword, is a bit of a bookworm, found at any point reading "words, words, words."

and interpreting them—oh-so-direct Polonius not to mention writing additional for a play with which to catch his evil stepfather. Maybe a few thousand years people will be broadminded about the Internet

Gargoyles Know Better

"There is a place called the Internet, where you can learn things."

That's from the animated cartoon *Gargoyles*. It is surprising that a children's show is so favorable to the Internet.



1875

[illegible]

Online Guide

Internet continued.

show? Children have to deal with new things all the time. They usually aren't afraid of the Internet as adults, who are often afraid that they won't be able to learn new things.

For an illustration of this point of view, let's abandon for the moment children's shows and lurid thrillers like *Millennium* and look at a really respectable television show: *This Week with David Brinkley* (URL: http://www.uch.edu/comlab_prog/thisweek/hmh.htm). Hear Cokie Roberts say she doesn't use the Internet, and then refer to it as "This mysterious new creature that can come into your home and you have no control over."

Sam Donaldson, shortly after demonstrating he has no understanding of the international character of the Internet and expressing shock that things he said on the Internet that couldn't be printed in the *New York Times*, refers to what he is part of as "the old stodgy media" and distinguishes it from "the new media" by saying "we have to

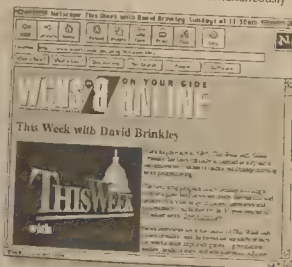
get it right." If he wants to get it right, he needs to expend a bit more effort, by which I don't mean ten minute interviews with six experts. I mean actually using the Internet himself.

These people see no contradiction in claiming to be responsible media and simultaneously

bragging about not using or understanding what they are reporting on. Reporters and commentators obviously become experts on every subject they deal with, but one would think they could take the time for something even they admit is a new set of media that are in competition with their own.

There is also more than a little of the network high school problem discussed at length in a previous column (URL: <http://www.mids.org/mn/608/hs.html>). They can't stop snickering about the *Star Trek* connection even when they come on camera.

The most intelligent note comes surprisingly from that professional old fogey, George Will, who says, referring to incidents like the Heaven's Gate suicides, "Cyberspace is an enormous haystack, and these things are tiny needles." I guess he's the most perceptive gargoyle of that bunch.



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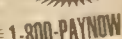
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Online Guide

Internet continued...

Another View

The Greeks were latecomers to writing. The Hebrews, for example, had an earlier and more favorable opinion of writing. But even they sometimes ambivalent. Supposedly it was an angel named Penemue who instructed mankind in writing, "and thereby many sinned from eternity to eternity and until this day. For man was not created for such a purpose." That's according to the pseudographical book of Enoch (whether it's really Jewish or Christian I don't know). Penemue also taught children the "bitter and sweet, and the secrets of wisdom." My, it looks like this ambivalence about new methods of communication goes back a long time.

CDA

There is a more serious side to all this. No doubt Time thought it clever to put "Inside the Web of Death" on its cover, just as no doubt thought its infamous "Cyberporn" (URL: <http://www.time.com>)

cover was clever. Clever is a politically astute way: that earlier Time Issue pretty clearly helped get the Communications Decency Act (CDA) (URL: <http://www.mds.org/mn607/phila.html>) proposed and passed by Congress. As the CDA and similar bills and laws are drafted, voted, signed, and reach legal review (URL: <http://www.vtu.org>) (the CDA is before the Supreme Court right now), a climate of hysteria about the Internet promoted by the press and others can have effects on legislators, governors, presidents, and even judges. After all, if the Internet is only a vehicle for pornography, molestation, space aliens, and suicides, why not regulate it? We have to defend our children, right?

Most people would think it absurd to pass laws about the Interstate Highway System just because child molesters might use it. But many of the same people fall for that argument when the Internet is involved. Never mind that child molestation and similar evils are already crimes, and there is evidence that passing Internet-

specific laws will do anything but hobble the good uses of the Internet more than the bad. Oh, yeah, it's addictive too, haven't you heard?

Addiction

After Odysseus related to his hosts his tale of the Trojan Horse, the Cyclops, winds and waters, terrors and beauties, Homer says:

"His tale was over now. The Phaeacians all fell silent, hushed.

his story holding them spellbound down the shadowed halls"

His hosts eventually react to his blizzard of words by taxing their subjects: they can give him still more treasures. Sounds like a bunch of cocaine addicts, doesn't it?

Similarly, stories have appeared in the press about the addictive nature of the Internet. And any user of even electronic mail can tell you that there is an addictive character to it, in that whenever you push those keys you do get feedback, and the more mail you send, the more you get. It's

continued on page 79

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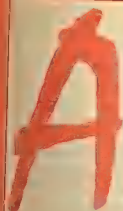
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Guide

Internet: continued from page 172

easy to sit there spellbound while your dinner burns or your spouse fumes

But the Internet is not a drug, no more than Odysseus' words were. There is no physical addiction, and what we have here is simply a matter of novelty and discipline, just as playing baseball or exercising is talking on the telephone or watching television or reading romance novels or mysteries or westerns can eat a lot of your time.

Odysseus' Phaeacian hosts gave him many gifts because they had never heard the like, nor ever would again. This time of novelty for the Internet is going to last, either

There's Hope

Here's a sign of the times: CNN (URL: <http://www.cnn.com>) reports "Charles Manson Turned Down For Parole Again"

A three-member panel of the state Board of Corrections decided Thursday that Manson, 62, is still too dangerous for society, denying him parole for the ninth time.

"I accept this decision. That's cool," Manson said. "I'm involved in too many things I have a Web site I'm working on." Hey, mass murderers like it! There's hope for the Internet!

Bibliography

We could extend this theme indefinitely with quotations from other early sources, such as Plato (he wanted to banish poets from his Utopia) the *Egyptian Book of the Dead* (their pharaohs built pyramids and wrote on the walls so people would repeat their names, nowadays we use web sites), or the *Rig Veda* (URL: http://magna.com.au/~prf/brown/rig_veda.html) (arguably the oldest written text in the world). But then I'd be tempted to make an analogy between the transition from memorized metrical oral compositions to written works and the transition from FTP, gopher, and the like to the World Wide Web, an analogy perhaps too strained for even me to defend. It's just end of this column about writing with a bibliography.

The Bellerophon story, the quote from the *Iliad*, and the remarks about the "relentlessly archaic world" were found in the Introduction, pp. 20-21, of *Homer The Odyssey* translated by Robert Fagles, introduction and series of notes by Bernard Knox, Viking Penguin, 375 Hudson Street, New York, NY 10014, 1996. ISBN 0-670-82162-4.

The quote from Hamlet is from the end of Act IV in the numerous copies of the complete text on the Web, such as <http://www.lupa.com/~hamlet/hamlet/>. There is also a web page for the very good movie by Kenneth Branagh (URL: <http://hamlet-movie.com>) also your local theatre troupe or your local bookstore or library.

The quote about Penelope is from Enoch 1.7.8 and was found in a *Dictionary of Angels*, including *The Fallen Angels* by Gustav Davidson, The Free Press, Division of Macmillan, Inc., 866 Third Avenue, New York, NY 10017. Library of Congress Cataloging: 93-087557.

The Phaedrus story and quotation from the *Phaedrus* is from the Fagles translation 13.1-2.

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Recent debate

concerning the Communications Decency Act has raised a lot of questions about the quality of content on the World Wide Web and its appropriateness for kids of any age.

Here's a quick look at a couple of kid-oriented Web sites that both parents and kids will be happy with.

Wishbone

The Worldwide Wishbone Web site (<http://www.wishbone.com>) was launched mid-March, and doggone it, it's pretty good.



This site supports the TV show, where Wishbone, a Jack Russell Terrier, is the lead role in the adventures of his owner, a boy named Scott. A multi-media version of the show, Wishbone has played Robin Hood, Don Quixote, Oliver Twist, and many other roles in his play half hour series seen on PBS and other

channels (check local listings). Good stuff.

So now the thespian canine has his own Web site and it's a hoot—and quite suitable for kids up to 12, probably. There are six areas to explore.

Fun stuff offers downloadable sound files featuring the wisecracking Wishbone "Hellooo!" There are sketches of Wishbone available for download in JPG format, as well as "glossy" photos of Wishbone in period-piece costumes from the various episodes. Here, you also find QuickTime clips ready for download and play. My favorite is Wishbone rummaging through a grocery bag with tail wagging as he whines about there having "to be something better than celery in here." The QT clips range in size from 256K to just over 1MB so, depending on your Internet connection speed, you have access to a range of download-time alternatives.

So now the thespian canine has his own Web site and it's a **HOOT—** and **QUITE SUITABLE** for kids up to 12, probably.

The News section keeps fans up-to-date on Wishbone video releases and other appearances across the country and access to the multi-line Club. The "Mailbox" feature lets you register to join the fan club and receive a custom poster and autographed glossy photo of Wishbone, a chance to win a prize of \$100,000.

The Store section features a variety of Wishbone-related items for sale at decent retail prices. CDs with themed games and other activities sell for \$39, plush Wishbone toy dolls are \$15, Wishbone videos are \$13, t-shirts are \$17, Wishbone books that recount his tales (get it...tails?) are available for a song—in fact, you can purchase any three for just \$11. Some of the titles available, in addition to those listed above, include: *Joan of Arc*, *Frankenstein*, *Romeo & Juliet*, *Dr. Jekyll and Mr. Hyde*, *Journey to the Center of the Earth*, *Red Badge of Courage*, and *The Odyssey*—all published by Harper Collins.

The area devoted to the show itself includes capsule descriptions of each and every Wishbone episode from "Bark that Bark!" to "Viva Wishbone." You can access the latest TV schedule, and learn more about the excellent supporting cast that rounds out each story.

Finally, there's an Interactive Wishbone discussion area where visitors can respond to Wishbone's messages or leave their own messages for him to respond to messages sent by others. Who does his stunts and recordings? The site is destined to be a popular spot for fans prepared to try to log on to an Internet connection.

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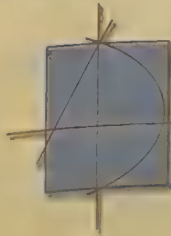
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Guide

Online Services continued

Bonus.com

Another kid site, Bonus.com (<http://www.bonus.com/>) is a real find. Billed as the SuperSite for Kids, Bonus.com was launched earlier this year by Appaloosa Interactive, based in Mountain View, CA. There are literally more than 534 things a kid like me, or Sam and Joe my 10- and 7-year-old game-tester buddies, do whenever they come over.

Bonus.com is free to anyone with access to the World Wide Web, and offers a host of activities. Kids can explore the solar system with 3-D glasses, build their own race cars, put together a dinosaur, save the galaxy from alien invaders, learn how to say "Good Morning" in different languages, find out how their heart beats—your name.

In fact, there is a section just for teachers

and parents to help bring them up to speed on how they can use the system. Parents are encouraged to log on to Bonus just to nose around to see that this is a safe, well-lighted place for kids.

Once past the registration area, where you can sign up all of your family members, you discover a rainbow of activities. The red cyber band includes the day's cool site, or you can design an airplane and see if it can fly by determining speed, fuel and engine requirements and the payload it can carry. This is where the Bonus Magazine lives, offering tidbits about the site, tips on how to get around, and links to cool sections.

The Play area is awesome. There must be 70+ games to play, some downloading small Java applets to keep the action moving in real time. Titles include chess, checkers, and other stand-bys like Web and Space Invaders. But there's a whole bevy of unique offerings, including Space

Bonus.com has a section just for teachers and parents to help bring them up to speed on how they can use the system. Parents are encouraged to log on to Bonus just to nose around to see that this is a safe, well-lighted place for kids.

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T410CDT	P120	16MB	1.35GB/CD	Active	\$2,649
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- HP LaserJet 514 Printer - 600 x 600 dpi printing, 12ppm, 100000000
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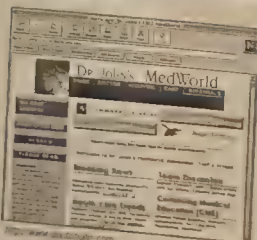
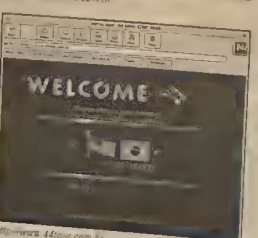
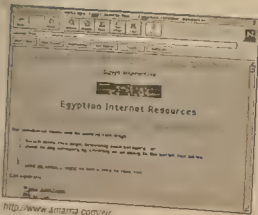
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Rubberflex Software <http://www.rubberflex.com>
Rubberflex Software. [Exp.#165]

Software Detail <http://www.softwaredetail.com>
Software Detail. [Exp.#165]

Supporter <http://www.supporter.com>
Supporter. [Exp.#165]



722 Systems <http://www.722.com>
722 Systems. [Exp.#165]

Tower Web Development <http://www.towerweb.com>
Tower Web Development. [Exp.#165]

Compu-Information Services <http://www.compu-info.com>
Compu-Information Services. [Exp.#165]

Druided International <http://www.druided.com>
Druided International. [Exp.#165]

parts and custom configurations for PCs. Our service is unbeatable. [Exp.#165]

WEB/INTERNET SERVICES

Add-Net Internet Services <http://www.add-net.com>
Add-Net Internet Services. [Exp.#164]

Advanced Internet Providers, Ltd. <http://www.aipd.com>
Advanced Internet Providers, Ltd. [Exp.#165]

Andon Mail <http://www.andonmail.com>
Andon Mail. [Exp.#164]

Computers <http://www.computers.com>
Computers. [Exp.#165]

Crash Course On The Internet <http://www.crashcourse.com>
Crash Course On The Internet. [Exp.#164]

Cyber USA <http://www.cyberusa.com>
Cyber USA. [Exp.#164]

Dan Point Communications <http://www.danpoint.com>
Dan Point Communications. [Exp.#164]

Dragon's Asks <http://www.dragonsasks.com>
Dragon's Asks. [Exp.#164]

Interactive Solutions LLC <http://www.interactive-solutions.com>
Interactive Solutions LLC. [Exp.#165]

Ironlight Digital <http://www.ironlight.com>
Ironlight Digital. [Exp.#166]

Javerling Multimedia Advertising For The <http://www.javerling.com>
Javerling Multimedia Advertising For The. [Exp.#165]

Komy@USA <http://www.komyusa.com>
Komy@USA. [Exp.#165]

KTB Internet Online <http://www.ktb.com>
KTB Internet Online. [Exp.#164]

Mastery, Inc. <http://www.mastery.com>
Mastery, Inc. [Exp.#164]

Maxim Computer Systems Corp. <http://www.maxim.com>
Maxim Computer Systems Corp. [Exp.#164]

Naytek Multimedia <http://www.naytek.com>
Naytek Multimedia. [Exp.#165]

Norway Communications, Inc. <http://www.norway.com>
Norway Communications, Inc. [Exp.#165]

Web Page Listings *continued*

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Web Page Listings *continued*

Go Jobs <http://www.gojob.com> The Guide to Online Jobs. Free job board, free resume posting. Primarily So. Cal. links to over 400 other job sites [Exp #165]

COLLEGE <http://www.college.com> College-oriented, Internet search engine for matching students with schools [Exp #164]

Implant Dentistry Communications <http://www.implantdentistry.com> Offers patient education about the surgical and prosthetic phases of this treatment [Exp #166]

JobSmart: N. Cal. Job Search Guide <http://jobsearchguide.com> Local job banks, newspapers, job hotlines, job fairs, salary info, and more from Bay Area Public Libraries and KP1X [Exp #164]

Mr. Buddy: Children's Entertainer <http://www.whitel.com/buddy> Mr. Buddy focuses on developing a creative imagination and sense of discovery that captivates children to learn about computers [Exp #164]

PC First <http://www.pcfirst.com> Los Angeles-based computer agency [Exp #165]

S. Bask & Co. <http://www.saskandco.com> Web-based distributor of high-tech educational instructional videos [Exp #164]

ORGANIZATIONS

El Comandante Association <http://www.elcomandante.org> A national organization of retired military Commanders and Captains [Exp #164]

Los Angeles Kille Collectors Association <http://www.killecollectors.org> An association for persons collecting, restoring, and displaying military artifacts [Exp #164]

Southern Industries Of Sleep County <http://www.sleepcounty.com> OS/2 User Group

www.opcodwork.org Goodwill Computer Works sells pre-owned hardware and software at value prices [Exp #165]

H.U.G.O. <http://www.hugo.org> storm cal-how helpful (PC) User Group of Ottawa [Exp #165]

InterCultural Dating Club <http://www.startractions.com/idc> IDC for singles interested in intercultural/intercultural dating. Singles parties, rotation dinners, and matchmaking [Exp #164]

Internet SIG <http://users.defiant.com/users/dwal> Free, Internet-oriented, software, programming, usergroup info [Exp #164]

Mother Church Of Mind <http://home earthlink.net/~gonnam/index.html> The First Environment Church on the Internet [Exp #164]

Mt. Pisgah Missionary Baptist Church <http://members.tripod.com/~Lava/index.html> [Exp #165]

Orange County Users Group <http://www.computerquest.com/ocnet/> Web site that lists meeting topics, dates, and membership info [Exp #166]

Oregon Tourism Commission <http://www.visitoregon.com> Website contains for 650+ Oregon counties on the worldwide web. Oregon is recruiting for a company website. The Web site has the answers [Exp #165]

Peninsula Computer Club <http://www.scs.com/pencomp.htm> Peninsula Computer Club for IBM, Compaq [Exp #165]

Programming SIG <http://www.sig.org> SIG for programming, programming, programming [Exp #164]

Santa Valley's PC Group <http://www.svpcgroup.com> PC group in Santa Valley, CA [Exp #164]

SCUBA <http://www.scuba.com> OS/2 User Group

free, OS/2-oriented software, programming, and usergroup info [Exp #164]

International <http://www.shareinfo.org> Shows the synthesis underlying the political, social, economic, and spiritual changes now occurring worldwide [Exp #166]

Southern California Transit Information Page <http://localpit.transit.org> Schedules for public agencies in Southern California along with links to transit-oriented sites [Exp #165]

The National Housing & Rehabilitation Association (NH&RA) <http://www.housingonline.com> NH&RA is the leading organization providing personal, professional, and educational growth opportunities for people interested in the affordable multifamily housing [Exp #164]

UNASC-UNIX User Association <http://www.unasc.org> [Exp #165]

Center http://members.tripod.com/~comcast/MS_Comp60 Retrieved 1/1/99. Center for maintaining the database, including computer-related news, articles, to help [Exp #165]

Watermark <http://www.watermark.org> This group is dedicated to creating a worldwide web of watermarks and watermarks [Exp #165]

PUBLICATIONS

Avril <http://www.avril.com> Avril is a monthly magazine for the OS/2 community [Exp #164]

Global Production Net <http://www.globalproduction.net> Global Production Net is a monthly magazine for the OS/2 community [Exp #164]

Microware News <http://www.microware.com> Microware News is a monthly magazine for the OS/2 community [Exp #164]

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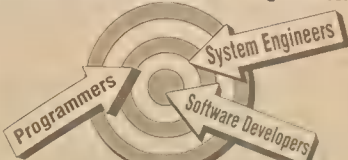
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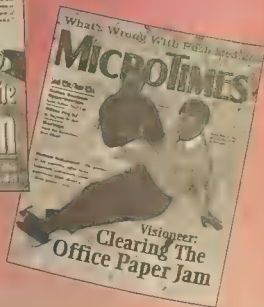
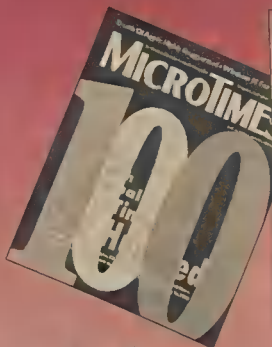
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http://www.gpampbooks.com
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The Free Web page
Plezier Review http://www.leadstandard.edu/~mte/TWPReview/Comprehensive list of over 3200 in free Web hosting [Exp #166]

The Noble Internet Directory
http://www.experts.com
Real 1% report that explores the role that government has with regard to the regulation of medical practice [Exp #165]

Vieja Virtuosa http://www.v-n-v-v-v-n.com
VirtualBook Him Excerpts from the new book *Vieja Virtuosa* from Paganini to the 21st Century [Exp #164]

ADDI & ENDS

ACCT http://members.ion.com/acc/1371re
on-line information and no upcoming Acci nation a great online site based in Orange County [Exp #166]

Circle Press, Advanced
Addresses http://www.circlepress.com
Programs and commentary on politics, spirituality, esotericism leading towards the mutation of 1000s [Exp #165]

First Interactive http://www.firstinteractive.com
Interactive software, audio, video, and more [Exp #166]

FREE ONLINE http://www.freeonline.com
Free online software, audio, video, and more [Exp #166]

Home Company Interactive
Resource Page http://www.homecompany.com
Interactive software, audio, video, and more [Exp #166]

Magazine http://www.magazine.com
Magazine software, audio, video, and more [Exp #166]

of the MacOS and Next's OpenStep [Exp #164]

Top40-Satolga Lincoln
Douglas Debate http://member.aol.com/Top40/Dedicated to high school Lincoln Douglas debates [Exp #164]

Worldwide Pen Pal Service
http://www.yaya.com
Find you pen pal (e-pal) worldwide. Post your pen pal ad free [Exp #165]

PERSONAL HOME PAGES

Andromeda-93 http://www.geocities.com/Hollywood/1800/
Alchemical Order of the New Aeon O.B.L.H. [Exp #164]

Cabunny's Home Page
http://www.geocities.com/SunsetStrip/Towers/2168
If you like Smashing Pumpkins, come and visit [Exp #165]

Charles Belov's Home Page
http://www.geocities.com/SunsetStrip/4294
Web rock reviews Web MIDI ups, interactive 3D Shockwave game personal and more [Exp #164]

Chelstina's Animal Page
http://www.whitnet.com
Animals in domestic care dedicated to assisting endangered species. Includes 35 domestic animals [Exp #164]

Computer Purchase Recommendations http://www.hinchey.com
Free PDF file cards and the opinions and conclusions on where the IBM, HP, and Compaq market is heading [Exp #166]

Denals Ah Yeh http://www.denalsah.com
Denals Ah Yeh's home page [Exp #165]

Elmer Bergman, CPA
http://www.bergman.com
Accounting, tax, computer, travel, and more [Exp #166]

GPF Avoidance http://www.gpf.com
GPF avoidance [Exp #165]

Homepage For Hacking, Phreaking, And More
http://www.hacking.com
California007/index.html
Hacking, phreaking, vb source code, making links etc. Currently under total reconstruction [Exp #164]

Interid Networks http://www.interid.com
Real TV chat, place for kids to meet. Web design for \$15/hr [Exp #165]

Lee's Home Page http://www.geocities.com/SiliconValley/Plaza/64940
Big site with a surf theme. Links to surfing, weather, software, HTML, punning, law and other "interesting" sites [Exp #164]

Lobster http://members.aol.com/lobster/lobster.htm
A collection of quality information, HTML, punning, TVR, punning, and more [Exp #164]

Mr. Magoo's House http://www.mr-magoo.com
When the lights dim and the air grows cold, you're in Mr. Magoo's House [Exp #164]

Mr. Woudert's Lair
http://www.cis.com/~woudert/laire.htm
Not a chat room, but a place to chat. Includes a "chat" room [Exp #165]

My Home Page http://www.mh.com
My Home Page [Exp #165]

Retrieval Early Cautions http://www.retrieval.com
Retrieval Early Cautions [Exp #165]

Saxi, Super, And Evil
http://www.saxi.com
Saxi, Super, And Evil [Exp #165]

Saxi's Home Page http://www.saxi.com
Saxi's Home Page [Exp #165]

Ted Alvin Coates' Home Page http://www.tedcoates.com
Ted Alvin Coates' Home Page [Exp #165]

The Far East Dragon
http://www.far-east-dragon.com
The Far East Dragon [Exp #165]

The Movie Titles Company
http://www.movie-titles.com
The Movie Titles Company [Exp #165]

The G7 Secretariat
http://www.g7-secretariat.com
The G7 Secretariat [Exp #165]

Thogek Tutors Math
http://www.thogek.com
Thogek Tutors Math [Exp #165]

TRIZ http://www.triz.com
TRIZ [Exp #165]

Uncle Sherman Radio Guy
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Uncle Sherman Radio Guy [Exp #165]

US Robotics
http://www.usrobotics.com
US Robotics [Exp #165]

GOVERNMENT/ POLITICS
http://www.government-politics.com
GOVERNMENT/ POLITICS [Exp #165]

NASA's Observatorium
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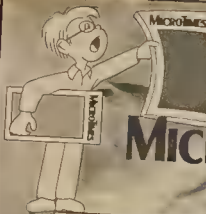
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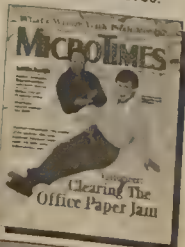
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Web Page Listings continued

Pavilion Community Network <http://www.Pavilion.com> The most comprehensive guide to your community with instant access to hundreds of local business events, government and educational info, and more [Exp #165]

RailTech Software Systems <http://www.railtech.com> Software for the railroad industry. As a service we have links to all major railroads, short line railroads, as well as all associated sites pertaining to railroads [Exp #165]

Randy Facbet Home Page <http://members.soi.com/roxy22/randy.htm> Announcing the release of Randy's latest recording, *From Slow To Rock N Roll* You like Kenny G, you'll love Randy [Exp #165]

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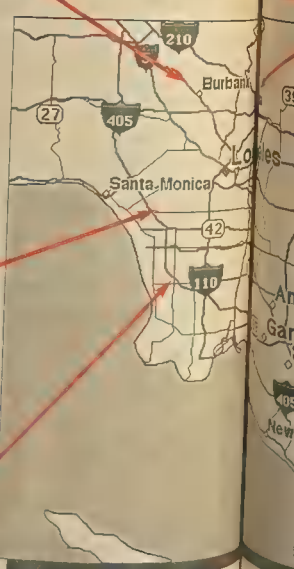
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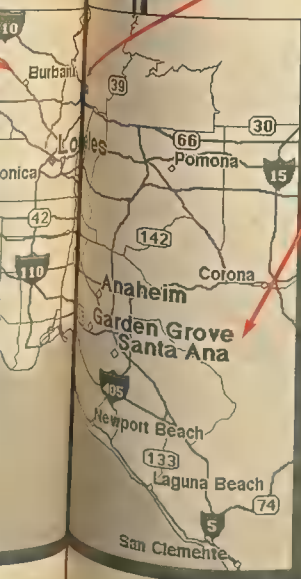
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MicroTIMES

Laptops *continued from page 31*

Computer Of The Month

Sharp's WideNote W-100T Notebook

In a highly competitive and growing market, companies strive for new innovations that will shift the direction of the industry—usually in their favor. Sharp Electronics' latest innovation is a wide screen notebook computer that fits into a small package with a conventional footprint. The WideNote W-100T measures 11.6" x 7.75" x 1.6" and weighs only 4.6 lbs.

While the slim package is no larger than most small notebook computers, the display is a wide-screen format with a 16:9 aspect ratio—the same as that found in movie theatre screens. The immediate advantage is that spreadsheets will be able to show more cells. Writing, however, I see little advantage except that it is possible to display more than one window conveniently. Sharp suggests, for instance, that a writer might want to display a window for text and another smaller window to the side for email.

Whether you're up taking advantage of the wide-screen feature or not, this is a computer that offers a lot of features for a reasonable price. The WideNote is a

The WideNote is powered by a Pentium 133MHz processor, has standard 3.5" floppy drives, expansion slots (ISA, VME), and a 5545 hard drive. Sharp has elected to provide the floppy drive as a separate unit with cash, instead of the integrated solution. I think this is a good arrangement as these wide-area floppy drives are good, but not great. I'd recommend a separate hard drive and floppy drive.

The keyboard is good for a computer this small. I did not like the typing on it, but as always, I prefer to use a full-sized keyboard when possible. Sharp makes a way to connect a full-sized keyboard through the port on the

back. The WideNote uses a GlidePoint touchpad as an alternative to a mouse or trackball. If you want to use a conventional mouse, you can either connect through the port on the back or use a serial mouse. If you intend to use both a mouse and an external keyboard, you will have to use the PS/2 port for the mouse as the keyboard will fill the PS/2 port. No adapters are available to accommodate both a keyboard and mouse. It also comes with a built-in modem and two PC card slots. It can accommodate up to two type II cards of a type III.

If you need to use a standard CRT, it can be easily connected through the port on the back of the notebook. It is possible to run both displays simultaneously. The wide-screen display can accommodate a wide range of resolutions, but comes standard with 1024 x 600. The WideNote is available in both active matrix (W-1007) and dual scan (W-1008) models. Tested

Like most of the better computers these days, the WideNote comes with an IR (infrared) port that lets you ship files back and forth between other computers or peripherals similarly equipped.

In addition, Sharp recently introduced new service and customer support plans that make it easier to get help when you need it. Their toll-free line is now open continuously around the clock. They have also announced worldwide service programs. Service plans vary from one to three years. ■

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RESOURCES:

Sharp WideNote, 52999 up

Sept. 1900: COT

M... ..

نویسنده: دکتر محمد علی...

The Mixman Cometh

Two Turntables—And A Microphone?

People don't know what DJs do," expostulates Josh Gabriel when asked about the interface of his Mixman musical software. "They just look at them mixing away up in their booths and think they're cool."

With Mixman, Josh hopes he has a product that will make lots of kids feel equally cool. What he doesn't have is a traditional DJ setup of two turntables and a mixer—although a graphic representation of that is what you'll see on the screen. What Josh has really done with Mixman is to turn the CD-ROM into a mixing studio on a CD-ROM.

Ironically, unless clubs make PCs standard equipment, Mixman won't much advance the state of knowledge about music really do up there on their turntables—but, if they do become standard equipment, the very DJs work might change dramatically. What Mixman offers is a way to manipulate songs by bringing in the system of software known as MIDI, exporting them, and then mixing them into each other. In mixing, you take a track, process it, and then mix it with another track. The MIDI system of the mixman software lets you change the beat of the track, making it faster or slower, and then mix it down over the performance and a track.

On a recent visit to Mixman's basically nondescript (but clearly with priorities other than fancy furniture) studio/office in San Francisco's old Barbary Coast district, Josh scamped between computers eagerly expounding on and displaying various aspects of Mixman's current projects, the new George Clinton and Rockers Hi-Fi releases, along with the further-off Mixman Studio. He exhibits the authentic, unaffected enthusiasm of a child showing off his new toys.

Obviously, he relishes the showman aspect of the Mixman gig. With Josh at the keyboard, Mixman really comes alive. He plucks beats and breaks, riffs and fills, vocal snippets and sound effects from the QWERTY as though it were an eighty-eight, the possibilities become immediately apparent. Josh recently viewed the studio



What Josh has really done with Mixman is to give screenagers (and older wannabes) a mixing studio on a CD-ROM.

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The Mixman Cometh
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By Tony Reveaux212

big shots at the exclusive DEMO 97 show in Palm Springs, earning himself the accolade of "Demo God" from the assembled multitude of professional demo connoisseurs.

Nigel Blunt, credited with "New Alchemy" on the Rockers Hi-Fi CD, recalls "When I met Josh for the first time at the Warner Music Conference last year in Miami, he spent the whole day, every day of the conference demonstrating Mixman. Everyone who passed by, stopped to look, he'd ask what it was."

In fact, after a few minutes with Josh, it's obvious that he not only believes in Mixman as a product, he's in love with it as a process. It's a long-term relationship Josh began with

traditional music training, playing keyboards and percussion the old-fashioned way. In the late '80s, while studying programming, he began experimenting with synthesis and pro-

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Multimedia & BEYOND

MULTIMEDIA 101, continued

choacoustics at the Institute of Sonology in the Netherlands' Royal Conservatory of Music, he started experimenting with other techniques to make music. One project involved breaking up to eight beams of light to trigger sounds and music. However, Josh soon discovered, "What makes music fun is the ability to learn and get better at it with time. With computer interactive music, the hard thing is to create a product that provides instant gratification but is also deep enough so you can improve your performance and not get bored."

As frequent readers of this column will understand, Josh had distilled the exact theoretical nut of the problem of computer-enabled interactivity and music. Turning theory to practice, Josh spent the next few years refining his thinking about solutions by building prototypes with high-end audio gear and an Atari computer.

In December 1992, on a trip to Mexico to visit his brother, he met Eric Almgren, who was there visiting his own sister, a friend of Josh's brother. During casual conversation, the two of them discovered their mutual interest in music and Josh explained his project. Once back in the States, he flew to San Francisco to show Eric his prototype. At the time, Eric was with LSI Logic, someone with hardware and chips. As has happened with so many others so many times, the opportunity to develop something more cultural and closer to his heart was irresistible. Together they incorporated Mixman 1993. Soon, they found Dirl Asher, former CEO of Polygram Records, for the production of 15 CDs and currently a board member of Mixman. Art's Mixman, their second creation, has 100,000 more albums, more interactive and connects them navigating the tracks. Josh of the traditional

discovers that complete of albums is constructed as the first independent dance music that included some of the most famous and more experimental labels such as Island, Blue Note, and others. George Clinton's Funkadelic, Funky Bunch, and others are also included.

THE MULTIMEDIA 101, APRIL 20, 1993

Fi track on *Mish Mash*, the new album on Warner Brothers, mark Mixman's entry into the major leagues.

MIX ME, OPERATOR, MIX ME

To turn regular music into a Mixman treatment is not a particularly complicated process. In fact, down the line one of Mixman's advantages is that it can put out a lot of releases fairly fast



With Gabriel: "What makes music fun is the ability to learn and get better at it with time. With computer interactive music, the hard thing is to create a product that provides instant gratification but is also deep enough so you can improve your performance and not get bored."

and inexpensively, thus escaping the traps of big games and movies with their huge budgets, long productions, and the need for nearly every release to be a blockbuster hit. It also helps that Mixman is based on what has already been created—the original master tapes.

The tapes are first be mixed into an alternative version to what you hear on the album—such as the treatment of the *Mish Mash* Twins provided for the *Rockers Hi-Fi* set. But whatever version is being Mixmanized, Josh then takes the various elements and applies his "secret recipe" to break them into seventeen discrete pieces, a "bed" of basic tracking track, which may be used for pounds and then, in some cases, also effects. And in *Mish Mash*, the

vocals) and sixteen other tracks (bass runs, drum fills, guitar riffs, vocal chorus, etc.).

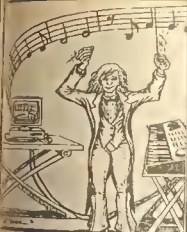
One of the most impressive things about Mixman is the tiny amount of disc space needed for the finished tracks. The *Rockers Hi-Fi* album is already a generous 75 minutes of Red Book audio, but the Mixman tracks and engine fit comfortably into the remainder. Part of this is due to the sound being at 22KHz rather than full CD quality 44KHz—but it's still 16-bit and sounds great. Part of the secret is Josh's "magic" compression scheme that ruthlessly squeezes unneeded excess digital space out of the musical information. The Mixman engine itself takes up less than 300K. The tracks are then keyed to the keyboard. "We discovered that arranging the tracks in two circles of eight was the easiest on users' memories and worked best with the keyboard layout," Josh explains when discussing the arrangement. There are also a variety of tricks, options and shortcuts built in, using a few other keys that, once discovered, allow one to pull off some snappy effects in a smooth style.

Generally, similar sounds are keyed to the same keys from one song to another so that the learning curve is not too steep. In practice, it doesn't take much time to figure out how to work the system. Checking out the demo from the options screen is the fastest way to get the hang of how to make a mix that doesn't fall apart. It's also cool and good for the learning curve to be able to remix the demo mix by basically jamming on top of it.

Emotionally, I still have some resistance to the two-turntables metaphor for the interface. It's too much of a discontinuity between real world and screen-world tasks for me to readily swallow. Josh understands the problem. We struggled a lot with different interfaces. When we figured out the two circles of eight keys, it just flashed on me to use two turntables for the metaphor. So that's what we decided to do and that's why Mixman looks like that.

Given how well Mixman actually performs and knowing the problems that arise when using on-screen sliders and mixers for an interface, I will eventually concede the point. It seems unlikely, however, that Mixman is going to win any awards for its flashy interface. On the other hand, the interface is efficient. The selected tracks flash different colors depending on exactly what you're doing with them, that's extremely useful, especially when trying to understand the mix the demo tracks constructed.

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MULTIMEDIA 101

But overall, Mixman eschews the eye-candy approach of most interactive music products I'd say there were two reasons. One is that eye candy just isn't necessary; two is that most PCs just don't have the processing power and, let's face it, with this type of product, good sound is far more important than visual gee-gaws.

Of course, Mixman meets the standard requirements of being able to record and save your mixes and email them to your friends, who can then remix your remix. When making a mix, you can lock tracks in, drop all the tracks out except the one you want, instantaneously kick a track in (which means it may not be in sync the first time, but it's there), then lock it in, it's sync'd), and apply phasing (simultaneously to all currently audible tracks). From the options screen, you can choose a different tempo and/or a different pitch for your mix, but you can't do this on the fly. If you really bash around on the keys a lot, you can make the machine stutter and choke, but the key to making a great and pleasant mix is to

practice a certain amount of restraint how many keys you beat how fast.

Ironically, all the production work on Mixmanizing a song is done on Macs but the result is only available for Windows. It's not a vanilla, off-the-shelf Mac, however, but a souped-up model with a \$2,000 Digidesign SoundCard soundcard added to the basic configuration. Reportedly, Mixman and Apple are talking right now about how to make Mixman available for standard Macs.

Also off in the future, but planned for release this fall, is the Mixman Studio, a package that will make it possible for users to combine tracks from any Mixman releases. Totally fresh sounds will also be available, as well as "clip sounds," that will enable users to construct their own songs from the ground up. There'll also be a way to import WAV files and mix them with the Mixman releases. At some further time it may be possible to convert WAV files to Mixman files, but at the moment, even the thought of it makes the average fish feels that the process is too tricky for a consumer-level product.

One of Mixman's great advantages from the business point of view is that it both licenses material from record companies (releasing it under its own logo, as with the George Clinton release), and it also licenses technology to traditional record companies for use on Enhanced CDs, as with the Rockers Hi-Fi project. Not only does this provide an

extra stream of income, it also fosters a better and more symbiotic relationship with the industry as a whole.

Distribution is far from perfect. "There has been a bit of a problem," says Josh Green, president of the "We have to get into the places where George Clinton fans who have computers go." Overall, distribution in both the record and the software industries is in a state of flux, with retail outlets and chains extorting more and more concessions (kickbacks)

from distributors for shelf space. Mixman recently reached a distribution agreement with Graphix Zone, who, whatever the aesthetic problems of some of their ■■■ self-produced titles, seem ■ have a pretty awesome distribution network. In Europe, distribution will ■ handled by Richard Branson's new enterprise, ■ Records.

Among other promotional opportunities, remix contests **are** in obvious beginning. Maxman recently sponsored **a** with Music Computers magazine, with a pretty stunning **of** prizes. Warner Brothers **is** running **a** for **its** Rockers Hi-Fi release. **It's** file **for** saved mixes **so** **to** **show** (they're just **as** commands **as** **do**, there's no problem with posting hundreds, even thousands **of** them on a Web site. Downloading **is** **so** mighty **to** take awhile but each one **is** **so** take **a** seconds. Warner Brothers **is** actually **a** **a** step further, bringing **the** cyber world **to** reality, and press whiz "judged by your peers" to be the best mix on the next Rockers Hi-Fi single.

How New Media in all its guises and the industry will interact is, of course, one of the great unknowns. Out of all the approaches I have seen to date, Mixman is the most promising in bringing a basic but expandable level of interactivity to people who may not be skilled in the traditional sense but have a desire to participate.

The music industry is a strange beast: it lumbers along apparently oblivious to changes, but then suddenly a new generation makes its voice heard and the beast sets off in a new direction—but still casting wistful glances over its shoulder towards the past. Mixman is in the right place to take advantage of some long overdue changes and has the right blend of old and new.

"Our goal," Josh proclaims, "is to have a Mixman [redacted] in every record store." Just as he was able to bend the image of [redacted] turntables and a mixer to his needs, he may well be able to bend the music industry to his vision. ■

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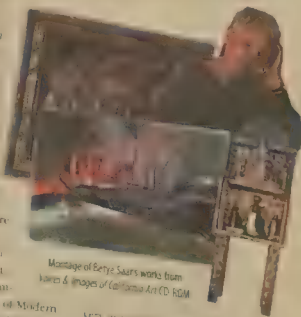
California Visions And National Obsessions

On CD-ROM

"When I was working on *American Visions* [from Eden Interactive, in 1994]," says Peter Samis, SF MOMA program manager for Interactive Educational technologies, "we ended up with an interface that would take the user five minutes to figure out and navigate through. Today, that user won't wait for more than five seconds."

He applied this lesson to the production design for his latest project, *Live, multi-museums and arts organizations*, the San Francisco Museum of Modern Art's, extending its reach with multimedia. Since Web site has been up for some months now, and with *Images & Images of California* (Mac/Windows 3.44) the Museum has developed and published its first to what will be a national project, *California Visions*.

Eight California artists are profiled here in a



Montage of Remy Saer's works from *Images & Images of California Art CD-ROM*

very accessible format which provides in-depth biographical and background information. Audio and video interviews, illustrations, photos, letters and gallery press materials—all in which communicate the substance and character of their unique works in lively and memorable presentations. You will meet painter Nathan

Olivera, painter/sculptors Jay DeFeo, Joan Brown and Beve Saar, ceramicist Robert Arneson, and photographers Dorothea Lange, Edward Weston and Imogen Cunningham. Only Oliveira and Saar still live.

The interviews include closed captioning, which is just as well, since the QuickTime 2.0

continued on page 100



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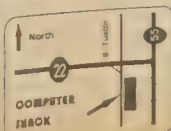
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Conferences, Shows, Special Events

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April 30-May 1 Infobase '97. San Diego. Folio Contact: 1-800-228-1091. URL: <http://www.folio.com>

May

May 3 Computer Fair, Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600.

May 3-4 Computer Super Shows. San Bernardino Nat'l/Orange Show Fairgrounds. Super Show Productions. Contact: (714)459-6105.

May 3 Computer Fair. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600.

May 4-7 Technical Association of the Graphic Arts (TAGA) '97. Quebec City, Quebec, Canada. Contact: (716)475-7470.

May 5-6 Web-Based Businesses. New York, NY Business Development Associates, Inc. Contact: 1-800-394-9390. URL: <http://www.bda.com>.

May 5-9 Software Testing Analysis and Review (STAR) '97. San Jose. Contact: 1-800-423-9378. URL: <http://www.sqa.com>.

May 7-9 InfoWarCon: Economic Espionage, Cyberterrorism, and Information Insurance. Brussels, Belgium. NCSA. Contact: 1-800-468-4535. ext. 3226. URL: <http://www.ncsa.com>.

May 8-9 Demand Digital Printing and Publishing Conference. New York. Contact: (203)256-4700. URL: <http://www.demand.com>.

May 10-11 PowerBuilder Conference. San Francisco. Contact: 415-774-1312 or info@pb.com. URL: <http://www.pbuilder.com>.

May 10 Computer Super Shows. The

216-684-0000. URL: <http://www.folio.com>

MAY 16

UCLA Extension Open House LOS ANGELES

Looking to change careers? Update your computer or visual communications skills? A wealth of information on training available through UCLA Extension in the rapidly growing fields of graphic design, computer graphics, and interactive multimedia will be presented at an Open House on Friday, May 16.

The Open House will give attendees a chance to learn about classes and certificate programs offered by UCLA Extension, explore career options, meet the instructors, ask questions, participate in a free drawing for discounts on classes, and to sign up for summer classes. Appointments also be made with a student advisor.

The Open House is free and open to the public. It will be held at UCLA in 1200 Rolfe Hall at 6:30 p.m. For complete details or to RSVP for the Open House, call (310)206-1422. URL: <http://www.ucla.edu/~vuc>, or write UCLA Extension, Visual Arts Division, Computer Graphics Program, 10995 Le Conte Ave., Ste. 414, Los Angeles, CA 90024. To register for a course, call (310)825-9971 or (818)784-7006.

MAY 17-18

Computer Fair POMONA

Produced by National Productions, Inc., for over thirteen years, Computer Fair (formerly Computer Marketplace) covers 100,000 square feet with over 300 exhibitors featuring multimedia systems, notebook computers, software titles, modems, and other peripherals at discount pricing. Open 10-5 pm, admission \$8. For more information, call 1-800-500-5600, or URL: <http://www.computermarketplace.com>.

MAY 21-25

Las Vegas Productions Computer Show LAS VEGAS

The Grand Opening of the Las Vegas Productions Computer Show promises more than 200 booths featuring computer software, hardware, peripherals and services. For more information, call 1-800-660-6221.

Chatsworth Marketplace Super Show Productions. Contact: (714)459-6105.

May 10-11 Be Developers Conference. Santa Clara. Be Inc., Power Computing Corp., and Metrowerks, Inc. Contact: URL: http://www.be.com/developers/may_dev_conf.

May 12-16 IFIP/IEEE International Symposium Integrated Network Management '97 (IM '97). San Diego. Contact: Andrea Erickson, (301)913-9338, ext. 341, aerickson@conference.com, or URL: <http://www.itec.org/consec/IM>.

May 15-16 Internet TV: A New Technology Hits the Streets. Santa Monica. Contact: (508)481-6400, reg@ibcusa.com, URL: <http://www.ibcusa.com/conffitv>.

May 16 Graphic Design and Computer Certificate Program Open House. Los Angeles. UCLA Extension. Contact: (310)206-1422, or URL: <http://www.unex.ucla.edu>.

May 16-18 MacFair L.A. Burbank. LAMG. Contact: (310)319-1824, or macfair@lang.com.

May 17-18 Computer Fair. Fairplex Expo Center, Pomona. National Productions. Contact: 1-800-800-5600.

May 17-18 The First Annual Southwest Regional FoxPro Spring Conference. Los Angeles. Contact: 1-800-499-6237, info@regional.com, or URL: <http://www.regional.com>.

May 17-18 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Contact: (714)459-6105.

May 18 ACP Computer Swap. Santa Ana. ACP Superstore. Contact: (714)558-8813.

May 19-20 How To Manage Software Company Growth. San Jose. Contact: 1-800-477-7359. URL: <http://www.softwareuccess.com>.

May 19-21 SCRUG-Southern California Regional Users Group Annual Conference. Internet/Intranet, Microsoft and Netscape. Long Beach. Contact: Erin Hennessey, (800)620-0000, or scrug@sfld.com.

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May 4 BUENA PARK Sequoia Conference Center
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May 31 RESEDA Sherman Square Entertainment Center
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'97, San Jose. Contact: 1-800-227-1234 or URL
<http://www.bcr.com>.

May 27-30 The Tenth International Software
Quality Week, San Francisco. Contact: 1-800-
942-SOFT, qw@soft.com, or URL: <http://www.soft.com>.

May 28-30 Next-Generation Telephony: Voice,
Data, Fax, and Video over the Internet—
Opportunity, or Threat? San Francisco. Contact:
1-800-822-MEET, or conferences@btp.com.

May 31 Computer Fair, Sherman Square
Entertainment Center, Reseda, National
Productions. Contact: 1-800-800-5600.

May 31-June 1 Computer Super Shows, Orange
County Fairgrounds, Super Show Productions
Contact: (714)459-6105.

June

June 1 Computer Fair, Sequoia Conference
Center, Buena Park, National Productions
Contact: 1-800-800-5600.

June 1-5 1997 ICA Annual Super Conference,
New Orleans, LA. Contact: 1-800-422-4636,
or URL: <http://www.ica.com>.

June 1 Computer Super Shows, The Chatsworth
Marketplace, Super Show Productions. Contact:
(714)459-6105.

June 8-12 International Conference on
Communications (ICC) '97, Montreal, Quebec.
Contact: (905)615-6660, or john@iccnor.ca.

June 11-13 Netscape Developer Conference,
San Jose. Contact: 1-888-283-0687 or URL
<http://developer.netscape.com/devconf>.

June 14 Computer Fair, Earl Warren
Showgrounds, Santa Barbara, National
Productions. Contact: 1-800-800-5600.

June 14 Computer Super Shows, The Bernardino
Nat'l Orange Show Fairgrounds, Super Show
Productions. Contact: (714)459-6105.

June 19-21 Electronic Entertainment Expo
(E3), Anaheim, CA. Contact: 1-800-315-
1139 or URL: <http://www.e3.com>.

June 21-22 Computer Super Shows, Boulder, Colorado
Swamp, Las Vegas, National Productions
Contact: 1-800-800-5600.

June 21-22 Computer Super Shows, Qwest
Civic Auditorium, Super Show Productions
Contact: (714)459-6105.

June 23-27 ATM Year VII, San Jose. Contact: 1-
214-MICRA2000, or URL: <http://www.micra2000.com>.

800-200-4884 or URL: <http://www.tiicom.com/atmyear97>.

June 26-28 MacHack Conference, Dearborn,
MI. Contact: URL: <http://www.machack.com/97/>.

June 28-29 Computer Fair, Fairplex Expo
Center, Pomona, National Productions. Contact:
1-800-800-5600.

June 29-30 Computer Super Shows, Riverside
Convention Center, Super Show Productions.
Contact: (714)459-6105.

June 30-July 2 Potlatch National Educational
Computing Conference (NECC), Seattle, WA.
Contact: 1-800-280-6218, nec97@u.wa.edu,
or URL: <http://www.edulnec97.org>.

Classes, Seminars, Workshops

April

April 30-May 1 Hands-On Inter-Adv.
Photograph, Santa Monica, LAMG. Contact:
(310)319-1821.

May

May 2-4 Using the Avid Media Composer:
Intensive Weekend Workshop for Editors, Santa
Monica, UCLA Extension. Contact: (310)825-
9064, or URL: <http://www.unex.ucla.edu>.

May 3 Digital Backlot: An Introduction to
Digital Image Creation for Film and Television.
West Hollywood, UCLA Extension. Contact:
(310)825-9064, or URL: <http://www.unex.ucla.edu>.

May 4 HTML Basic Web Designing, Long
Beach, Megabyte CoffeeHouse. Contact:
(562)986-6892, or URL: <http://www.megabytecoffee.com/>.

May 5-12 Preparing Your Portfolio and Demo
Reel: A Workshop for Digital Artists, Los
Angeles, UCLA Extension. Contact: (310)825-
9064, or URL: <http://www.unex.ucla.edu>.

May 6-13 Enhancing Your Web Site:
Advanced Techniques, Whittier, Rio Hondo
College, Bill Hunt at (818)288-0376, or
whunt@globalstrategy.com.

May 7-9 User-Centered Prototyping Process
and Product, Los Angeles, UCLA Extension.

Contact: (310)825-1047, mhennes@unex.ucla.edu, or URL: <http://www.unex.ucla.edu/shortcourses>.

May 10 Designing Visual Interfaces, Los
Angeles, UCLA Extension. Contact: (310)825-
1047, mhennes@unex.ucla.edu, or URL: <http://www.unex.ucla.edu/shortcourses>.

May 10-17 Windows 95—An Introduction,
Whittier, Rio Hondo College, I.B.J.D. Contact:
(310)908-3426, or contact Bill Hunt at (818)288-
0376, or whunt@globalstrategy.com.

May 12-16 Communication Systems Using
Digital Signal Processing, Los Angeles, UCLA
Extension. Contact: (310)825-1047, mhennes@unex.ucla.edu, or URL: <http://www.unex.ucla.edu/shortcourses>.

May 17 3D Studio IPAS Plug-Ins and Special
Effects, Universal City, UCLA Extension.
Contact: (310)825-9064, or URL: <http://www.unex.ucla.edu>.

May 17 Intro to Windows, Long Beach,
Megabyte CoffeeHouse. Contact: (562)986-6892,
or URL: <http://www.megabytecoffee.com/>.

May 17-18 2-D Imaging Special Effects Using
Elastic Reality, Hollywood, UCLA Extension.
Contact: (310)825-9064, or URL: <http://www.unex.ucla.edu>.

May 17-18 Wire Removal With Parallax
Matador, Hollywood, UCLA Extension. Contact:
(310)825-9064, or URL: <http://www.unex.ucla.edu>.

May 19-23 Telecommunications Network-
ing: Local, Metropolitan and Wide-Area
Networks, Los Angeles, UCLA Extension.
Contact: (310)825-1047, mhennes@unex.ucla.edu, or URL: <http://www.unex.ucla.edu/shortcourses>.

May 22 Creating Multimedia Resumes and
Presentations on the Internet, Universal City,
UCLA Extension. Contact: (310)825-9064, or
URL: <http://www.unex.ucla.edu>.

May 24 Adobe Photoshop 4.0 Class, Long
Beach, Megabyte CoffeeHouse. Contact:
(562)986-6892, or URL: <http://www.megabytecoffee.com/>.

May 28-30 Spread Spectrum Wireless
Communications, Los Angeles, UCLA
Extension. Contact: (310)825-1047, mhennes@unex.ucla.edu, or URL: <http://www.unex.ucla.edu/shortcourses>.

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- May 12th Sat/Sun \$3. GLENDALE CIVIC AUDITORIUM (City of Glendale)**
1401 N. Verdugo Ave. 2nd floor to Main, Westbound to Corner of W. Verdugo
- May 24th Sat. \$3. PALM SPRINGS CONVENTION CENTER (Palm Springs)**
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- May 31 - 1 Sat/Sun \$3. ORANGE COUNTY FAIRGROUNDS (Costa Mesa)**
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- June 7th Sat. FREE CHATEAUX MARKETPLACE (City of Chatsworth)**
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- June 21-22 Sat/Sun \$3. GLENDALE CIVIC AUDITORIUM (City of Glendale)**
1401 N. Verdugo Ave. 2nd floor to Main, Westbound to Corner of W. Verdugo
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Calendar Of Events

May 31 Internet Workshop for Beginners, Long Beach. Megabyte CoffeeHouse. Contact: (562)986-6892, or URL: <http://www.megabytecoffee.com/>

May 31-June 7 Introduction to Character Studio for 3D Studio Max, Universal City UCLA Extension. Contact: (310)825-9064, or URL: <http://www.unex.ucla.edu>

June

June 2-6 Wavelets, Fuzzy Logic, Chaos, and Neural Networks: Multi-Resolution Soft-Computing Principles and Applications, Los Angeles. UCLA Extension Contact: (310)825-1047, mhennessy@unex.ucla.edu, or URL: <http://www.unex.ucla.edu/shortcourses>
June 14 Internet Workshop for Beginners, Long Beach. Megabyte CoffeeHouse. Contact:

(562)986-6892, or URL: <http://www.megabytecoffee.com/>

June 14-15 Alias Power Animator: Level 1, Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: <http://www.unex.ucla.edu>

June 14-15 Rotoscoping With Parallax Matador, Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: <http://www.unex.ucla.edu>

June 17-24 Basic CGI Programming, Whittier, Rio Hondo College I.B.I.D. Contact: (310)908-3426, or contact Bill Hunt at (818)288-0376, or whunt@globalstrategies.com

June 19 Adobe Photoshop 4.0 Class, Long Beach. Megabyte CoffeeHouse. Contact: (562)986-6892, or URL: <http://www.megabytecoffee.com/>

June 20 HTML Basic Web Designing, Long

Beach. Megabyte CoffeeHouse. Contact: (562)986-6892, or URL: <http://www.megabytecoffee.com/>

June 21 Adobe Photoshop 4.0 Class, Long Beach. Megabyte CoffeeHouse. Contact: (562)986-6892, or URL: <http://www.megabytecoffee.com/>

June 22 HTML Basic Web Designing, Long Beach. Megabyte CoffeeHouse. Contact: (562)986-6892, or URL: <http://www.megabytecoffee.com/>

June 26 Intro to Windows 95, Long Beach. Megabyte CoffeeHouse. Contact: (562)986-6892, or URL: <http://www.megabytecoffee.com/>

June 28 Intro Windows 95, Long Beach. Megabyte CoffeeHouse. Contact: (562)986-6892, or URL: <http://www.megabytecoffee.com/>

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SATURDAY 10-5PM

MAY 24-25
SAT ■ SUN 10-5PM

Tentative → MAY 24-25
SAT & SUN 10-5PM

JUNE 14-15
SAT & SUN 10-5PM

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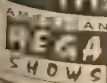
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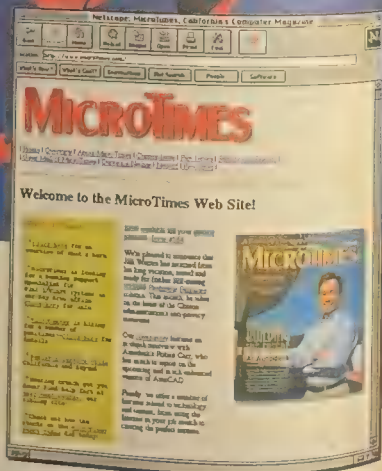
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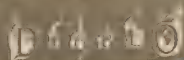
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Resources

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Hotline BBS. (714)774-5165 8-N-1, 24 hrs. 14,400 Full unlimited Internet access only \$10/month. Local #3 to Orange County Sysop Tom Williams. [Exp #164]

The Emerald Isle BBS. (714)870-3050 8-N-1, 300-28,800 31 Chat, multiplayer games, game connection, fun for all, everyone welcome. Twelve day trial. [Exp #164]

The Hotline BBS. (714) 774-5165 Full unlimited Internet access, \$10/month. Call now! Local #3 to Orange County. [Exp #165]

The Litter BBS. (714)774-9530 33,600 Amiga, support, huge database, CD-ROMs FREE. Sysops Melvin and Ombrose. [Exp #164]

The Midnight Mission BBS. (714)348-6808 8-N-1, 24 hrs. 2400-28,800 Large game XX-GIF file four name Full access with call back Sysop Marty Sheen. [Exp #164]

805

Crescent Manor BBS. (805) 484-8916 24 hrs 1200-33,600 Free BBS GB software downloadable from CD-ROMs. [Exp #164]

SCV PC-Users Group

(805)291-1002, 291-1003 24 hrs., 2400-14,400 Files, Internet email Wildcat BBS. [Exp #165]

818

Computer One. (818)763-0678 2400-33,600 45,000+ files, Internet, Fidonet, Usenet 30+ games Sysop Ed Baker. [Exp #164]

Cross Connection BBS. (818)994-8887 24 hrs. 2400-28,800 Crossdressers/sexual focus. Selected Usenet newsgroups, JPGs, stories, chat. Free access (free for Internet email access, age verification required for [Exp #164])

Earthquake City BBS. (818)388-3337 8-N-1, 24 hrs., 28,800 Four lines. Files, messages, games, 16B online. Free Sysop Steven Libis. [Exp #165]

Gamelink BBS. (818) 881-0131 8-N-1, 24 hrs., 14,400 Online games, MajorMUD, TradeWars, Game Connection, CD-ROMs, live chat. Free trial, \$5.00 per month. [Exp #168]

KTB Internet Online. (818)240-4000, 282-4112 8-N-1, 24 hrs., up to 28,800 Internet access (WWW, FTP, IRC, Gopher), shell, PPP/SLLP, UUCP, virtual Web servers. Free trial. [Exp #164]

Shattered Chains BBS. (818)753-0926 8-N-1, 24 hrs., 300-14,400 Pro-feminist, pro-pagan, pro-gay online forums and files. Internet access soon. Free. [Exp #164]

Spectrum BBS. (818)757-2532 Games, files, chat, email, forums. All [Exp #164]

Terrapin Station BBS and Graph Exchange. (818) 455-0865, 455-0866, 455-0867 24 hrs., 2400-33,600. Huge shareware and adult section. 25+ GB storage, online door games (LORD, TradeWars), Celebrity BBS support. No access fees. Sysop Byron. [Exp #164]

Xtasy. (818)330-7595 5+GB adult GIFs, AVIS 3+GB shareware, fantasy sport leagues widely tabs. [Exp #165]

909

Adult-XXX BBS. (909) 517-1107 8-N-1, 24 hrs. Giant online sex mail! Thousands of adult hard core XXX photos, movies, interactive CD-ROMs more. [Exp #166]

Dragon's Lair BBS. (909) 794-4300 8-N-1, 24 hrs. 1200-14,400 CD-ROM large file base. [Exp #164]

User Groups continued on page 223

CAREERS AND TECHNOLOGY

The Art Of The Resume

continued from page 157

ed resume described above obscures the hiring picture a little bit, allowing a worker with a "problem past" to hide things they don't want about. Another way to look at it is that people feel that their titles didn't really describe what they really did in their jobs.

While many hiring managers hadn't seen that many task-oriented resumes, they did have the following opinions:

"If you're asking about so-called 'task-oriented' resumes, I have never heard them. I don't think I find and analyzing in their obvious attempt to spin."

"I like to figure out someone's job/career progression. It can be quite tricky."

"When I get a nonsequential resume, I usually assume the applicant is trying to hide about his or her job history. A nonsequential resume is not enough information for screening candidates."

Final Words

Every single one of the managers that I polled had a resume. When asked about the history of themselves, they all said they had written resumes. I got some surprisingly good advice:

"Most people are better at writing themselves."

"Here's a pet peeve: a resume sent as an email attachment that I must be unpacked on a platform that I don't have on my desktop and 2) must be opened using an application I don't have on my computer."

else's resume than their own. If you get someone to discuss it verbally, they'll summarize more and THAT is what should go on your resume."

"Put a two- to three-bullet summary of your qualifications at the top of your sequential resume, such as total years of experience and key years of experience."

"Make sure that you highlight how you made a difference. Even if it's just a small thing, it shows what interests you. I'm never just looking for a C++ programmer who knows financial applications. I'm looking for an Object-Oriented Developer who knows how to get a product to market, or work closely with technical writers, or who's a great debugger, or who can look forward enough to design a People application which will take us to the future."

If you're still not sure which direction to focus on, or if you're feeling unsure of how your resume looks, get *The Resume Catalogue—2000 Famous Good Examples* by Vana Parker. ISBN: 0882229242. Good examples are wonderful, and this book has many resumes from all walks of life. ■

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6400/200 16/2.4GB 8X CD	1395
MAC LC 580 v2 Monitor	995

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StyleWriter 1500	259
HP D 5MB	879
LaserWriter 320	545
Laser Pro 4/600	639*

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Resources

continued from page 224

USER GROUPS

AMIGA

Amiga-San Gabriel Valley (ATUV). Meetings: 3rd Sat., 11 am-4 pm, 1st Southern Baptist Church, 4656 N. Golden West Ave., Temple City. Contact Steve (818)285-6424 [Exp #168]

ATARI

ATESIG-Atari SIG. 145 Surf Pl., Seal Beach. Cooperative user group for Atari-related applications. Contact (310) 430-5433 or DMALLIST@24genie.com [Exp #165]

COMMODORE

C-TUG. Meetings: 2nd Sun. 12:30 pm, 170 S. Orange for membership advice. BBS Commodore computer help. A library of 100+ monthly newsletters and much more. Contact Lois Palush (714) 522-1002 [Exp #166]

IBM AND COMPATIBLES

Greater Los Angeles Bay Area User Group Meetings. 2nd Thurs., 7:30 pm, Burbank International Center, 1000 E. Commonwealth Ave., Burbank. Contact (818) 251-2700 [Exp #165]

Long Beach PC and Compatibles Users Group Meetings. 1st Wed., 7:00 pm, Maxine Temple, 1515 E. Pacific Coast Hwy., Long Beach. For announcements, contact and for applications, BBS: 408-455-1000. Website: 408-455-1000 [Exp #166]

Los Angeles Computer Society Meetings. 2nd Thurs., 7:00 pm, Western Pied American Club, 4001 High Street, Arcadia. Contact (818) 441-1000 [Exp #166]

review, special interest groups. BBS: winternet email. Contact (310) 471-2726, or URL: <http://users.wol.com/accapug/index.htm> [Exp #169]

NOCCE (North Orange County Computer Club). Meetings: 1st Sat., 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. Computer presentations. 22 SIGs, congressional table rates. BBS: 714-999-1000. Website: 714-999-1000. Call (714)999-8080 or URL: <http://www.nocce.org> [Exp #166]

Orange Coast IBM PC User Group (OCIPUG). Last Sat., 9:00 am, Orange Coast College, 2601 Hill Road, Mesa. Speakers, BBS, software library, newsletter, and SIGs. Everyone welcome. Contact (714) 662-9339 [Exp #166]

Pasadena Users Group Meeting. 3rd Sun., 7:00 pm, 2154 N. Main Ave., Altadena. Speakers on hardware, software, computer trends. SIGs: BBS, newsletter, BBS: 626-251-1000 [Exp #168]

Saddleback Valley Users Group. Meetings: 1st Sat., 9:00 am, Saddleback College, 2500 Marguerite Pkwy., Santa Ana. BBS: 714-251-1000. Website: 714-251-1000. Call (714) 251-1000 [Exp #166]

San Gabriel Valley Technology Users Group. Meetings: 2nd Sat., 7:00 pm, 1500 E. 1st St., San Gabriel. Contact (626) 251-1000 [Exp #166]

pm, Arcadia Park Senior Citizen's Center, 405 S. Santa Anita Ave., Arcadia. Support for Tandy and IBM compatibles, BBS, newsletter, RAM session. Contact Jack Nock (818) 978-0411 [Exp #166]

SCV PC-Group. Meetings: 2nd Wed., 7:00 pm, Valencia Town Center Community Room, Contact (805)288-1680 [Exp #168]

Southern California Computer Society. Meetings: 4th Tues., 7:00 pm, Farmers & Merchants Bank, Rossman Mall, 12555 S. La Brea Blvd., Los Angeles. For more interested in IBM and compatible computers, BBS and newsletter. Contact Jim Perry, (562)429-3060 [Exp #168]

Thousand Oaks Personal Computer Club (TOPCC). Meetings: 4th Thurs., 8:00 pm, Goebel Senior Center, 1385 E. Janss Rd., Thousand Oaks. Programs are targeted at people to export levels of computer knowledge.

Contact Harry, (805)455-8325 or Eli, (805)456-8052 [Exp #168]

Top-Nel Meetings. Every Thurs., 7:00 pm, Glendale Federal Bank, 7119 Topanga Canyon Blvd., Canoga Park. Ample parking. Contact (818)249-1629 or 884-9441 [Exp #166]

Valley Computer Club (VCC). Meetings: 2nd Tues., 7:00 pm, Burbank YMCA, 321 E. Magnolia Blvd., Burbank. BBS, PD library. SIGs, newsletter. All welcome. Contact Estelle McInchlock (818) 848-1948, or Grayce Hinds, (818)842-3707 [Exp #168]

INTERNET

Orange County Internet Group (OCIG). Meetings: 2nd Weds., 10:00 am, Taftman Ave. Ste. 200, Fountain Valley. Contact (714) 954-2140 [Exp #168]

OS/2 Internet Special Interest Group Meetings. 4th Mon., 7:00 pm, 600 Alhambra Blvd., 2nd floor (at corner of Arts), Costa Mesa. Free parking. Contact Dave Watson, (714) 534-4456 [Exp #169]

KAYPRO

KAYOS Kaypro User Group. Meetings: 4th Tues. of even months, 6:00 pm, El Segundo Library, Mariposa and Richmond streets. Contact (310)379-8339 [Exp #165]

MACINTOSH

Champions of the Mac Proletariat (CHOMP). Meetings: 4th Thurs., 7:00 pm, Avery Auditorium, Pitzer College, Claremont. SIGs, coffee at socials. SIGs, vendor presentations, exchange views, opinions, expertise. Contact Al Seizer, (909) 676-7784 or ALSEIZER@aol.com [Exp #168]

Los Angeles Macintosh Group (LARG). Meetings: 4th Thurs., 7:00 pm, Santa Monica High School's Barnum Hall, 601 Pico Blvd. Vendor presentations, coffee, SIGs, seminars. BBS monthly magazine. Contact (310)319-1821 [Exp #165]

South Bay Apple User Group Meetings. Last Wed., 7:00 pm, 320 Knob Hill, Redondo Beach, northeast PO Box, 1000. Contact (310)379-8339 [Exp #165]

Southern California Macintosh Owners/Users Group (SMOG). Meetings: 2nd Sat., 9:30 am, Westview Digital Bldg, 400 S. Flower St., Los Angeles. Vendor and member presentations, newsletter, information exchange. Call: (310)429-1650 [Exp #168]

Whittier Macintosh User Group Meetings. 2nd Sat., 9:30 am, CFA Church, 14222 Longwood Rd., Whittier. Beginner to GBA experienced. SIGs, demos, coffee, food, 25-50. Contact: (310)251-1000 [Exp #166]

Is Your Listing Missing?

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Resources

USER GROUPS continued...

NETWORKING

OCNET—Orange County NetWare Users Group. Meetings 2nd Tues. 6:30 pm Novell, 18101 Van Buren, 5th floor, Irvine. Specializes in Novell NetWare solutions. Contact: (714)258-7832 [Exp.#169]

OS/2 Networking Special Interest Group. Meetings Sat. 11:00 am, 1100 Arion Blvd., 1st floor (at Avenue of Arts), Costa Mesa. Free parking. Contact: Steve Schiffman (714)531-0370 [Exp.#169]

ing Contact Terry Warren, (714)633-5467 [Exp.#163]

WINDOWS

Microsoft Windows NT Study Group. Meetings 2nd and 4th Sat. 6:00 pm, MicroLAN Technologies, Inc., 110 N. Vincent Ave., 1st floor. A professional association of Windows enthusiasts to enhance our knowledge, career opportunities.

Contact: Manmohan Sharma, (818)339-1391 [Exp.#166]

Power Graphics User Network (PGU). Meetings 1st Tues. 7:30 pm, Glendale Windows-based graphics and publishing applications (CorelDRAW, Ventura Publisher, Picture Publisher, Kai's PowerTools) and techniques. Contact: Randy Tobin, (818)555-5830 [Exp.#169]

OS/2

Southern California OS/2 User Group (SCOU2). Meetings 3rd Sat. 9:00 am, 600 Arion Blvd., 2nd floor (at Avenue of Arts), Costa Mesa. Free parking. Exchanging information and providing mutual assistance to others about OS/2 Warp. Contact: Robin White, (810) 490-1674 [Exp.#169]

PROGRAMMING

Local Programming Special Interest Group. Meetings 3rd Sat. 11:00 am, 600 Arion Blvd., 2nd floor (at Avenue of Arts), Costa Mesa. Free parking.

ASSOCIATIONS

AITP—California Southern Association of Information Technology Professionals. Meetings 3rd Wed. 6:30 pm, Gateway Plaza, 14299 Valley View, La Brea. (PS at Valley View exit). A professional association providing new technology, management, technical networking and education to the Orange County/LA area. Contact: Cathy Grammer-Margolis, (714)647-1677 or 645-5923. OR, #169/168

See also communications

Independent Computer Consultants Association. Meetings 1st Thurs. 6:00 pm, Sportsman's Lodge, 12825 Ventura Blvd., Studio City. An organization providing professional, reliable, and ethical services and assistance to the publisher of individual services and equipment. The availability of such services by independent professionals. Call: See Shulman, (310)872-1811 [Exp.#166]

MultiMedia & BEYOND

CALIFORNIA VISIONS continued from page 212

isn't quite up to lip-synch here yet. Questions are well-chosen to elicit responses revealing each artist's personal style, such as Imogen Cunningham's response to "How do you reconcile creating art and making a living?", and Joan Brown's to "How did your experiences swimming in San Francisco Bay find expression in your painting?"

Through all of the multimedia materials learn not only facts and figures, but how the artists' inner and outer lives manifest themselves. In Edward Weston's Daybooks he ponders the quality of sexuality in the shells and flowers he photographs; we see the public reaction to the explicit imagery in Robert Arneson's "Portrait of George," his bust of the assassinated San Francisco mayor George Moscone, we become familiar with Joan Brown's collection of artist husbands.

QUICKTIME VR IN THE STUDIO

The disc's use of more active multimedia modes is properly restrained—only when they add meaning to the works. For example—"Guardians of the Secret II," Robert Arneson's most massive multiple ceramic construction, has two fantastic life-size figures guarding a festooned cabinet. By offering both front and rear views for selection the program lets you see the artist's "remains" resung inside the box.

Olivera's recent direction in painting with his hawk-inspired Windhover series is presented as a QuickTime VR view of his studio revealing the primary 30' wide wing painting and other Windhover studies. But though the instructions tell you to "Click and drag on image view panorama," it fails to add that, by using the control and option keys (on the Mac) you can zoom in and out, and that after the first zoom increment, QTVR's tilt-up-and-down control kicks in. To my mind, the biggest technical deficiency in this title is our inability to access the desktop menu and go to other activities, such as word processing, and return without having to quit and re-enter the CD-ROM each time.

Apple Computer has recently launched QuickTime VR 2.0 which gives developers a new API (application programming interface) so that QTVR can be integrated with Apple's other QuickTime Media Layer (QTML) technologies, QuickTime and QuickDraw 3D on both Mac OS and Windows. Version 2.0 has also been optimized for the Internet. With this tool, publishers like SFMOA will have an easier

Questions are well-chosen to elicit responses revealing each artist's personal style, such as Imogen Cunningham's response to "How do you reconcile creating art and making a living?"

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CALIFORNIA VISIONS continued from page 210

time authoring QTVR documents. In a survey like *Voices & Images of California Art*, it would add even more to the material by including QTVR objects—3-D images that you can spin and rotate.

The infinite jest of Arneson's series of busts and Joan Brown's 40" high mosaic obelisks would be my first candidates for the QTVR dimension here.

You can check out some of the real things in exhibits—"Robert Arneson: Self Reflections" closes May 13 at SFMOMA; "Jay DeFeo: Selected Works, 1952-89" is at the Berkeley Art Museum until May 25, and "Jay DeFeo: The Florence View and Related Works, 1950-1954" at the Museo ItaloAmericano at Fort Mason Center in San Francisco until June 1.

OUR SECRET CENTURY

If the Great Library of Alexandria hadn't lost its thousands of scrolls by fire, we would have a much more accurate and intimate knowledge of life and thought in the ancient world. The Great Library of Richard Prelinger has over 35,000 pieces of film in an air-conditioned and fire-proof warehouse in Manhattan, and he is making sure that the stops there.

Prelinger's Ephemeral Films has rescued, resuscitated and preserved the audiovisual castaways of post-industrial America. Not just the commercials, but also the industrial, training, motivational and propaganda films that always flashed by and vanished in the cracks between Hollywood and the documentarians. Ephemeral's first CD-ROMs from Voyager were *To New Horizons 1931-1946* and *You Can't Get There From Here 1946-1960*. These entertaining surveys included choice gems from all the sub-genres. The new *Our Secret Century* series of eight volumes is being packaged in \$39.95 releases of two volumes each, beginning with *1&2* and *7&8*.

Exploiting this more encyclopedic range, Prelinger devotes each volume to a focused topic of study. With his insightful introductions, the scattered pieces of motion are brought together in greater context. Corollary materials

such as commentary, slides and print selections help sort out the razzle from the dazzle.

"The Rainbow is Yours (Vol. 3)" reveals one of the best-kept secrets of the entertainment industry, the busy crossover between



Theatrical motion pictures present glamorized fantasies just beyond the reach of us mere mortals, but *Our Secret Century* shows the ways we were in patterns and images of everyday life that have changed or are now extinct. It reveals how we thought we were supposed to be.

Hollywood and the industry as industry. "Design for General Motors' Motorama 1936" is equal to that of glossy MGM on showing the other side of the window; powerfully artful black-and-white image of big industry framed and driven like the Soviet socialist realism of the '30s—all in the name of free enterprise, of course.

"Gender Roles (Vol. 8)" contains dead

straight-serious advocacy of proper social and sexual behavior. 1950s America, for young adults—and all of it. These templates of perfect attainability will be a guide for your audience, as well as for the within us all.

"Wireless Marketers (Vol. 8)" shows the spirited and relentless march of talent and from the studios to the tube into the Today. The short-attention-span glitz of MTV commercials may be influencing feature films, the earliest television commercials, little more than chalk talk. Prelinger shows us the first skirmishes and then the victories of Madison Ave.'s flash-fire mass advertising blitzes. American home.

While seeing these clips on video, on scratchy 16mm prints, wobbly pull-down screens, would reproduce an experience closer to their original appearance and impact, the CD-ROM format supports a selective and retrospective examination. It allows us to do what we never could before—freeze-frame fantasies in mid-flight, sneak out of the classroom.

Theatrical motion pictures present glamorized fantasies just beyond the reach of us mere mortals, but *Our Secret Century* shows the ways we were in patterns and images of everyday life that have changed or are now extinct. It reveals how we thought we were supposed to be, and the rightful steps to in constructions of perfection in behavior, appearances, and well-being. Let's just hope that Richard Prelinger will be saving the if we can't.

HOW 3 THE D?

Computer imagery—on the screen, the printed page and on the Web—is getting chunky and round as three-dimensionality, closer to being a standard rather than a luxury.

We are used to the familiarity of semi-abstract two-dimensional imagery, and 2-D is easier, cheaper, and on producers to deliver. But 3-D is more like reality, and 3-D graphics can more closely predict how the represented objects will interact in the real world.

MultiMedia & BEYOND

CALIFORNIA VISIONS *continues*

These two books can help not only the user/designer, but also all those who are working in production teams and others who need to gain some familiarity with the terms and processes of 3-D and animation.

The couple of times that I've dabbled with a demo of Windows-based Caligari trueSpace2 I've been impressed with its ease-of-use and powerful toolset. It deserves a good book, and David Duberman, who has served as the editor of *Morpheus Outpost on the Digital Frontier*, has delivered one. *Caligari trueSpace2 3D Modeling Construction Kit* (Waite Group Press, 422 pp + CD-ROM, \$39.99) introduces you to the Caligari universe with an emphasis on fully-developed, step-by-step lessons that never leave you behind. It covers all the stages of modeling, rendering, lighting and surface attributes. The CD-ROM is brimming with trial versions of trueSpace2, Pioneer, MediaPaint and Painter II, the tutorials, and plenty more. And yes, there is a chapter on "VRML Authoring with Pioneer."

Caligari is able to support animation, and Duberman devotes a chapter to it that stars a robot. But character animation is the most difficult of all motion graphics to pull off, so if you want that robot to walk the walk as well as talk the talk, *Digital Character Animation* by George Maestri (New Riders, 384 pp + CD-ROM, \$55.00) is your next 3-D step to take. This lavishly illustrated treatise is designed to help any animator, regardless of which program or platform is being used. Maestri fingers all of the fundamentals of producing 2-D and 3-D computer-generated characters with body and facial construction, walk cycles, lip-sync, staging and posing, and bringing these folks into narrative films and interactive projects. ■

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RESOURCES:

San Francisco Museum of Modern Art MuseumStore

151 Third St., San Francisco, CA 94103-3159

(415)357-4035

URL: <http://www.sfmoma.org>

The Voyager Company

578 Broadway, Ste. 406, New York, NY 10012

(212)431-5199

URL: <http://www.voyagerco.com>

MacMillan Computer Publishing/New Riders

201 W 103rd St., Indianapolis, IN 46290-1097

URL: <http://www.mcp.com/>

Waite Group Press

200 Tamar Plaza, Corte Madera, CA 94925

(415)924-2575

URL: <http://www.waite.com/waite>

Career Guidance In Cyberspace

CHARLES AND TECHNOLOGY

Continued from page 142

... 100 services, and companies offering jobs on the Net. As we contemplated displaying the ... all 100 ... we began ... work the varying interfaces ... caused individual job hunters. So, we ... the objective ... standardizing the interface ... of the project. The resulting ... job-hunting ... recruiting inter ... for job ... third-party ... and HR ... delivering ... in a ... form."

Since ... designed for use ... three different types of ... strategies ... in the ... manner depend ... is searching ... at what point they ... in their quest. Nevertheless, ... assures ... "we've designed ... to tackle a series of related problems ... make the ... as ... able enough to support job hunters ... the ... the ... of ... in ... processes."

From ... platforms ... to ... each ... in the IBN list is a

winner of ... EERI (Excellence in the Electronic Recruiting Industry) award, granted by IBN for the site's representation of "a critical facet ... trend in online employment advertising." To no one's surprise, one of those critical trends is in high-tech positions, and those searching for a career in a high-tech field will find IBN's site an excellent resource. "On the Top 100 Web Site, there ... many ways ... find a high-tech job," Sumner says. "Since nearly 50% ... the online job listings ... for high-tech professionals, it's difficult ... find a ... that doesn't cater to the ... of ... professionals."

... Top ... Electronic Recruiters Web ... can ... Internet job search, and gives ... encouraging glimpse into the great ... the ... with ... the ... where ... Nevertheless, it's ... that people still rely on the ... and ... as a means to ... the ... will change. "A combination of ... growth and demographic changes ... and ... devel-

opment of the Net as a job-searching tool," Sumner said. "It's already the case that ... college students and all recently laid-off people incorporate the Net into their search." If prospective employers and employees aren't currently utilizing the World Wide Web ... their job search, they will be, and those who don't will face fewer opportunities in the Sunday newspaper. ■

RESOURCES:

Top 100 Electronic Recruiters

URL: <http://www.interbiznet.com>

Electronic Recruiting News

URL: <http://www.electronicrecruiting.com>

Internet Business Network

Starling ...

Valley, CA ...

(415)380-8744

URL: <http://www.interbiznet.com>



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July 31st, 1996

Tracy Lingo
MicroTimes Magazine
801 E. Katella Ave., Suite 210
Anaheim, CA 92805

Dear Tracy,

As a Philips CD-i national distributor, we were not ~~any~~ which are the best ~~any~~ to introduce these MPEG movies to the computer market. We tried ~~any~~ TV, ~~any~~ print media, ~~any~~ found that MicroTimes accounts for more than seventy percent of our sales.

Many people did not know that they can play these VideoCDs with ~~any~~ friends. You see, VideoCDs are almost as compatible as the audio CDs. VideoCDs can be played back on MPEG PC, Mac, Amiga and TV-based machines like CD-i 100, Sega Saturn, and Video CD players. Few PC users were confused between MPEG software (which is used to burn a ~~any~~ SVGA card with an MPEG card) and dedicated hardware MPEG. Once they came to CD MOVIES, ~~any~~ stores with a 386 computer with a 16mb+ equipped with a CD-ROM and a \$400 top-of-the-line SVGA card, we didn't have to explain the concept much further.

MicroTimes Multimedia & Beyond section was the perfect section for us to target our audience because this is where readers go to for the latest "bleeding" edge of technology. Some of the casual readers of MicroTimes wanted me to thank you for showing them so many good reasons to buy a computer.

MicroTimes brought us so many customers that we had to stop running ads for a couple months because of parking problems. Since then we've moved to a new bigger location with plenty of parking, but after being back on MicroTimes for only one week, we have a new problem. So many customers can be in the store at one time, which makes it hard for us to give each individual customer the attention that we would like to. To solve this we've increased more staff and opened more stores in Southern California. We owe part of this success to you and your magazine.

Tracy, we want to take this opportunity to thank you personally for going out of your way (sometimes you surprised even us) to help us meet ad deadlines and making sure that our ads come out right. Ready to help us go after Northern California!

Best Regards,

Dean Ye
Dean Ye, General Manager

P.S. Please tell everyone that they now can see CD MOVIES MPEG ~~any~~ at ~~any~~ stores including Orange County, Los Angeles, San Diego, La Mirada, Rosemead, and Monthly Persons Computer Shows. Or visit our 24-hour store on the internet at <http://www.cd-movies.com/>

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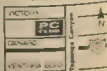
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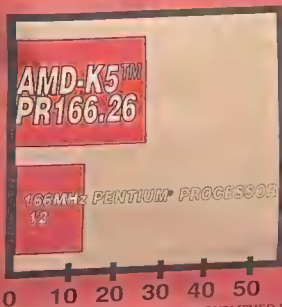
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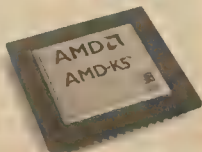


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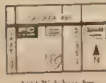
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Be Careful What You Wish For

Or, Buried In The Email Abyss (And I Can't Get Up!)

I'll get

to the point about email in a minute. Let me tell you how the point came about with a little tale of woe.

I was spending all my time working on a new machine—an AMD K6 which was loaned to me by AMD as they could prove to the world that this chip actually works. (Hint: it does). Anyway, the thing is a barn-burner. The company put a juiced-up DPT controller in the thing and the controller was nothing but a problem, as fast as it was.

The first bad sign was when the ROM had to be replaced. The controller was a champ at Win NT but actually would not run Win 95. I could not figure what the deal was with that. Anyway, over a period of weeks I finally concluded that the controller was nothing but a problem and after getting some message back about corrupted files including one file named WIXDI-@#.51.ele I realized that the controller was out of the system for good. I went to the IDE controller built into the motherboard and a nice Western Digital IDE drive, and the machine has purred since then.

From there I added an Adapter SCSI port and a video capture card with a Boca camera so I could play with videophone and CUseme over the Internet. Was I shocked when this camera and Home VideoPhone Classic actually worked without a hitch. I was even more stunned when the CUseme software also worked without a hitch. All was going well.

Too well, as I decided to pull the modem and put online the IBM COMCentral two-line modem with all sorts of fancy features. This modem is a work of art. Too bad the overall software is crummy. First of all, the disks provided by IBM didn't work at all. Luckily after going through a few damn screens at <http://www.pc.ibm.com> I found a new set of disks for downloading which would do the job.

Those installed fine. But calamity then was no Jiff file to be found (yes, I like on the installation disks) so I couldn't get Windows to install the modem into the system properly. As I wrote this commentary this is what I'm trying to do.

The fact is, despite the rather dubious software, as a phone used basically this thing is a killer. It has 2MB of memory built into it, so it runs much better than most modems. But I never use that account,

so who knows what is in it. Another account, the box got full and I just left it full. You get a "box full" message if you ever send to it. The third account is filled with spam mail and slowly filling up as fast as I try to delete everything.

It's horrible. I have one AOL account with four member names. The primary account is completely clogged with spam and I've decided to leave it as that so I'll have plenty of spam mail to choose from the next time I do a column on spamming. Some of them are actually funny, you know. The Dvorak@aol.com is almost under control but the mail goes back about three weeks and I'm having trouble clearing it all out.

Back To The Topic...

Anyway, as I was testing the modem I got this frantic email note from Mary the Editor telling me that my column was due last week and I'd better get it in now or else—whatever that meant. It meant, I suppose, that she would have to run some old column that she would have been a lot funnier than this column. The modem, while not recognized by Windows 95, ran fine under Telix for DOS. Oh, how simple is always better! So I went into my email boxes and realized the irony of my life. Email.

I have been the biggest promoter of email over the years. I was especially adamant about it during the fax years when people who couldn't turn on a computer thought the fax machine was the best thing to happen to the world. Email was passed over for the fax back in the late '70s and most of the 1980s. "Email is better!" I'd shout from the rooftop. "Get off the damn roof," someone would shout back, paying no attention to my message.

So along comes the WWW and the Internet is suddenly "in." People realize that now you can do email on the Net (D-U-H!). The tide turns and now email is king. There are 110,000,000 people with email accounts already. There has to be more email traffic than fax traffic I'm sure.

So what do I find in the COMMAIL email box? This note from Mary the Editor. I look at the unread mail... goes back a few weeks. Oooops! There amongst the advertisements telling me I can make \$10,000 a week by sitting on my duff (like do they know) is Mary's first...yikes! and second note telling me to get the column shipped! Or else!

"Grip!" I think to myself. My email is out of control and this is just one email box. I have three CompuServe accounts, and one box is now so it's still in control. But I never use that account,

so who knows what is in it. Another account, the box got full and I just left it full. You get a "box full" message if you ever send to it. The third account is filled with spam mail and slowly filling up as fast as I try to delete everything.

It's horrible. I have one AOL account with four member names. The primary account is completely clogged with spam and I've decided to leave it as that so I'll have plenty of spam mail to choose from the next time I do a column on spamming. Some of them are actually funny, you know. The Dvorak@aol.com is almost under control but the mail goes back about three weeks and I'm having trouble clearing it all out.

Then I have various addresses that bounce into this account or that account. I was going to use my MSN account for email but MSN itself was spamming me to death with crummy messages about how MSN is so great. Hey bone-heads. I already have it! Check the address! So I essentially erase everything sent to that box. Then there is Prodigy which I simply stopped using. I have no idea if anyone is sending me messages there.

The biggest joke in this email nightmare is an email box that some joker at one of the media "services" put at mine in their contact list book. I was told it was MediaMap who did this but can't seem to get a copy to confirm this. Anyway it lists my email address somewhere in Czechoslovakia. That there is a Dvorak there should surprise no one since Dvorak is a Czech name. But who looks at this address and thinks it is in the US? Or do they think I'm writing these columns from Eastern Europe while drinking boiler-makers? It's beyond me. Anyway I can't tell you how many PR people say they sent me email at that address. "Yeah, I thought it was a little peculiar," they say. Maybe it's the KGB collecting data. "American looks giving us information before release date!" Who knows?

All I know is that email is becoming a nightmare and I look back on my desire to popularize it and wonder what was I thinking???? It's one of those deals where you should watch what you wish for—you might just get it. I did! ■

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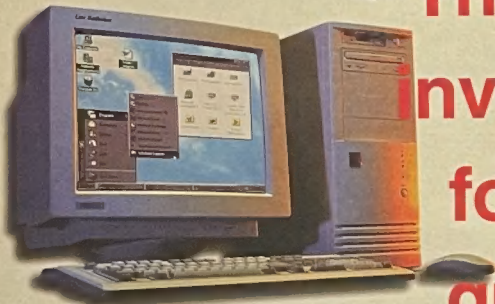
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